

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 16.

PRACTICAL PLAN FOR INCREASING MEAT SUPPLY To Help Farmers Buy and Pay for Breeding Stock

While the South suffers because of lack of a market for its cotton crop, the whole country suffers for lack of meat supplies. In the South efforts are being made to induce farmers to diversify, to raise less cotton and more meat animals. There has been much talk, but it has remained for stockyards and packing interests to take the first practical step in the direction of bringing about such a result.

With hogs as a starter, Oklahoma stockyards and banking interests have offered to help Oklahoma farmers buy breeding hogs in as small or as large numbers as desired, at lowest cost, and to loan them money to pay for them, if necessary. This method, at present aimed at Southern farmers distressed by the cotton situation, might well be applied to Northern and Western States as well, to stimulate increased livestock production everywhere.

The plan is outlined in a letter to Southern interests by President Thomas E. Wilson, of Morris & Company, in which he says:

Action taken by Morris & Company and others in purchasing cotton throughout the South and Southwest at 10c. per pound, has offered at best only temporary relief from a serious situation. For years thousands of farmers right at your door, as well as your bankers, merchants and other business men, have depended upon cotton crops. What happened when Europe became plunged in a war is a matter of serious concern to every business man, merchant and farmer in your territory.

Strange to say, the difficulties of cotton farmers were nowhere reflected in livestock and grain-raising States. Livestock values did not go to smash, neither have grain values shown any downward tendency. Instead, livestock and grain raisers have found a uniformly steady market for their products and have received payment in cash.

Now that the cotton States have to some extent obtained relief, what is being done to prevent a repetition of a similar situation in the future?

Today there is a large surplus of cotton and a dull weak market; a world-wide shortage of livestock and a strong, active demand for cattle, hogs, sheep and all grains.

To raise livestock it is essential to have grains and grasses to sustain them.

We are not advocating any policy looking towards the elimination of cotton raising among the farmers, because cotton is the South's natural plant, but we do most emphatically urge that less reliability be placed upon any one crop. Feed crops necessarily must be raised to feed the livestock.

With only a slight reduction of cotton growing areas, farmers can easily raise sufficient feed for their stock. Naturally pro-

vision must be made for carrying over feed for the stock as a protection against droughts, and a silo or two should be on every farm.

Each State has its own peculiar difficulties, which may be worked out satisfactorily by the practical farmer, assisted by the agricultural experts supported by the Federal and State Governments. Vast columns of literature have been written by more or less impractical so-called agricultural writers.

A Movement Backed by Common Sense.

A movement has been started in Oklahoma, however, that is backed by common sense. The Oklahoma National Stock Yards Company, located at Oklahoma City, whose directors are men who have made a life-long study of the livestock business, are now putting into effect a carefully-planned campaign to help the farmers get started in livestock raising, and at present are specializing on hogs.

The Oklahoma Stock Yards Company are offering to place a representative in any community and solicit orders for pure bred or grade sows until a sufficient number have been spoken for to guarantee the disposing of a carload. Then this car is purchased and shipped to this particular community, and each farmer secures whatever portion of the load he has previously ordered at actual carload basis cost. This enables the small farmer who can only buy two or three head to get them on the same basis that the big operator can get his carload.

Should the farmers be short of cash, the local banks will generally loan the farmer sufficient funds and protect themselves by mortgages covering the hogs. The local banks may in turn discount their notes with their correspondents in larger cities.

To show the thoroughness of the plan as outlined in Oklahoma, the Stock Yards National Bank, located at Oklahoma City, is handling a good deal of this paper for country banks where it is properly endorsed by their officers.

Of course the local banker, being on the ground, must play an important part in this campaign, because he must know the farmer well enough to be willing to make the loan and endorse the paper or the larger banks cannot be expected to handle it. Jobbers and merchants can help this movement wonderfully, and it almost means their salvation to do so.

Live stock, cotton and grain will forever insure the financial independence of your State and its citizens.

CAN IMPORT MEXICAN CATTLE.

The following order by the acting secretary of agriculture permits the shipment of tick-infested Mexican cattle north of the heretofore established quarantine line, provided they are intended for immediate slaughter:

The regulations of the secretary of agriculture for the inspection and quarantine of

horses, cattle, sheep, swine and other animals imported into the United States, issued under date of April 29, 1914, effective July 1, 1914, are hereby amended by striking out the last provision of regulation 50, which reads as follows:

"Provided, however, That all Mexican cattle imported under the provisions of this regulation shall be ineligible for transportation or removal from that portion of the State of Texas within the southern cattle-quarantine area until after the expiration of 60 days from the date of entry."

Hereafter tick-infested Mexican cattle may be shipped from Texas to slaughtering centers for immediate slaughter, in compliance with the regulations of the secretary of agriculture governing the interstate movement of live stock, issued under date of May 20, 1914, and designated as B. A. I. Order 210, and all amendments thereto.

CARL VROOMAN, Acting Secretary.

SOME FOREIGN MEATS IMPORTED.

After two weeks without the arrival of any foreign fresh meats whatever, the past week brought two steamers to New York with a small quantity of beef and lamb. The total for the week was 12,260 quarters of beef and 20,033 carcasses of lamb. Of this the steamer Vauban brought 9,586 quarters of chilled beef from Argentina, and the Delphic brought 2,674 quarters of frozen beef and 20,033 lambs from New Zealand and Australia.

The steamer Sussex from Australia and New Zealand reached Boston during the week with 2,300 quarters of frozen beef and 1,230 frozen lambs for that port and 6,500 quarters of frozen beef for New York. Whether this meat will go into domestic trade or be re-shipped to Europe or war uses, as was a previous shipment by the same line, is not stated.

HEAVY CANNED MEAT EXPORTS.

The export movement in canned meats for war uses is very heavy, a total of 42,449 cases of canned meats being reported as exported for the week up to October 14. It is said that all meat packers with canning departments are very busy, and that the only trouble is in getting sufficient raw material to fill orders. Packers are scouring the country for canner cattle, besides using stored meats for that purpose.

Is there something you want to know badly, that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it

INTERSTATE TRADE NOW REGULATED BY LAW

Federal Trade Commission Bill Is Passed and Signed

Traffic in interstate commerce has long been regulated by Federal law under the Interstate Commerce Commission. By a law just passed, and signed recently by the President, all interstate trade now comes under regulation by a newly-created Interstate Trade Commission, which may investigate businesses and decide whether they are engaged in unfair methods of competition, require reports from them as to their methods, and order any trade methods which they think unfair or improper to be discontinued.

The law is not intended to conflict with the field of the Interstate Commerce Commission. A separate bill is also under way amending the anti-trust law to give this new commission greater powers in regulating the conduct of business in this country.

The jurisdiction of the Interstate Trade Commission as it relates to interstate and foreign commerce is as follows:

Unfair methods of competition are declared unlawful, and the Commission, whenever it has reason to believe that any person, firm or corporation is using such a method may state to it the charges which the Commission makes and cite it to appear at a hearing at least 30 days in the future and show cause why the method should not be pronounced unfair.

Upon good cause shown, any person or corporation may intervene. All testimony is to be reduced to writing. If after hearing the Commission is of opinion the method in question is in fact unfair, it is to make a written report and an order requiring that the defendant desist from the method.

The Clayton bill, the conference report on which is pending, gives the Commission express authority to present such discrimination in prices, such "exclusive-agency contracts," such corporate holdings of stock, and such interlocking of directors among ordinary business corporations as it declares unlawful.

How Orders Are to Be Enforced.

The Commission may seek to enforce its order, or a defendant may seek to avoid an order by appealing to the Circuit Court of Appeals, to which the whole record of the case is to be transmitted, and which is to consider the Commission's findings of fact, when supported by evidence as conclusive.

Proceedings in appeal are to be expedited; i. e., upon the presentation of new evidence, which could not reasonably be produced at the original hearings before the Commission, the Court may send the case back to the Commission for the reception of this evidence. Upon the record the Court will issue its decree, offering, modifying and setting aside the order of the Commission, and the decree will be enforced like other decrees of the Court.

From decisions of a Circuit Court of Appeals there is no appeal, but there is a possibility of review by the Supreme Court in a writ of certiorari. Orders of the Commission and decrees of the Court do not relieve from liability under the anti-trust laws.

The Commission has no powers as to banks, or corporations subject to the Interstate Commerce Commission. As to other corporations, including all incorporated and unincorporated associations, except partnerships, organized to carry on business for their own profit or

the profit of their members, it may act as follows:

(1) Investigate organization, business, conduct and management;

(2) By classes or otherwise, require annual or special reports and information regarding organization, business, conduct, practices, management and relation to other corporations as to individuals;

(3) On its own initiative, or upon request of the Attorney General, it may investigate the manner in which a decree under the anti-trust laws is being carried out, reporting and making recommendations to the Attorney General;

(4) Upon direction of the President or either House of Congress, investigate and report concerning any alleged violation of the anti-trust laws by any corporation;

(5) Upon request of the Attorney General, investigate and make recommendations as to how the business of any corporation may be readjusted so as to accord with the anti-trust laws; and

(6) Upon reference from a Federal Court, it may act as a master in chancery to report appropriate forms of decree to be entered in equity suits brought by the Government under the anti-trust laws.

Commission's Powers in Investigation.

To the documentary evidence of any corporation which is being investigated or proceeded against the Commission and its agents are to have access at all reasonable times. By subpoena it may require attendance of witnesses and production of documents at any designated place of hearing, and no person is to be excused from testifying on the ground of incrimination, but he will be exempt from prosecution personally regarding matters about which he testified.

The Commission may investigate trade conditions in foreign countries where combinations, etc., affect the foreign trade of the United States, reporting to Congress and making recommendations for legislation.

On making public reports regarding information obtained, once the information to be made public is indicated as such as is deemed in the public interest—the Commission is not to disclose trade secrets or the names of customers. In addition to the reports specially directed, as indicated above, the Commission is to make reports to Congress, and may recommend additional legislation.

For failing to obey decrees of court, following orders of the Commission regarding methods of unfair competition, the penalties will be those imposed for contempt of court. For failure by a corporation to file an annual or other report within the time set by the Commission, there is a fine of \$100 a day for the period of delinquency. For refusal by any person to testify, produce evidence, etc., there may be a fine of \$1,000 to \$5,000, and imprisonment not exceeding one year; and for persons making false entries, false reports, etc., in regard to corporations subject to the Commission, there are similar penalties. For employees of the Commission who without authority make public information there may be fine not exceeding \$5,000, and imprisonment not exceeding one year.

Upon the organization of the Commission

the Bureau of Corporations will cease to exist, and all of its pending investigations will be transferred to the Commission.

SHIPPING INEDIBLE GREASES.

Manufacturers, refiners and shippers of inedible grease, tallow and other inedible animal products of this character, who do an interstate or export business, are required by Federal regulations, effective on and after November 1, 1914, to file certain declarations with the Secretary of Agriculture in Washington, to furnish transportation companies with a shipper's certificate, and to stamp conspicuously the word "Inedible" upon such of the products as cannot be denatured. The blanks for filing the required declarations may be procured from the Chief of the Bureau of Animal Industry in Washington.

These regulations, which are promulgated under the authority of the Federal meat inspection law, apply to the proprietors or operators of grease-rendering or grease-refining establishments which prepare or ship products unfit for human food, which are derived from cattle, sheep, swine or goats. Many of these products, though intended only for industrial use, cannot be denatured.

In such cases the regulations provide that they may be transported in interstate or foreign commerce if both ends of the containers are painted white and conspicuously stenciled or burned with the true name of the product and the word "Inedible" in letters not less than two inches high. Among other requirements, the regulations also demand that the shipper shall deliver to the carrier a shipper's certificate in duplicate for each consignment, in order that these consignments may be accepted for transportation.

These regulations are intended to apply chiefly to establishments which do no slaughtering, but regularly inspected slaughtering establishments are also asked to comply with them.

DEATH OF DETROIT PACKER.

Albert H. Webb, one of the founders of Parker, Webb & Company, Detroit, Mich., packers, died on October 4 after a year's illness. He was 66 years of age. Mr. Webb suffered a physical breakdown several years ago, owing to pressure of business, and a year ago was compelled to retire. Surviving him are the widow and two sons, Albert H. Webb, Jr., of Parker, Webb & Company, and Milton S. Webb, a banker. He is also survived by two brothers, Reuben C. and N. H. Webb, both of Detroit, and a sister, who lives in the South.

Mr. Webb was one of Detroit's best known citizens. He was born in Gloucestershire, England, and came to Detroit in the early 60's. He formed a partnership with his brother, George J. Webb, under the firm name of Webb Brothers, meat packers and jobbers. They merged with Willard Parker & Company in 1880, taking the name of Parker, Webb & Company.

Mr. Webb was president of the new firm until ill health compelled him to give up its strenuous duties. He was also vice-president of the Peninsular State Savings Bank. He was a prominent Mason.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

HOW PACKER BUYS BEEF CATTLE

Methods of Armour in Acquiring Beef Supplies

(Concluded from last week.)

[EDITOR'S NOTE.—Newspapers and sensationalists have made a great mystery and a very suspicious business of the modern meat packer's methods of buying livestock. Talk of "fixing prices" occurs here as well as at the meat-selling end.

That there is nothing secret or mysterious about the business, but that it is like everything else about the modern packinghouse—decidedly up-to-date and efficient in all its details—and that the packers who use it are not ashamed of it or afraid to tell all about it, is indicated in the following article prepared for "Armour," the Armour house magazine, and reprinted here by permission. It goes into cattle buying methods fully, as practiced by Armour & Company and other big packers, and its discussion of beef conditions will be of interest both within and without the trade.

We commend a careful reading of it to newspaper editors and others who are accustomed to attacking the meat trade without first fully informing themselves as to the facts in the case.]

Not all the cattle which are consigned to Chicago from Western points are fat enough for killing. Nearly always there are a few animals in a lot which are excluded and counted out by the Armour buyer before a deal is closed, as not being fat enough for beef. The Western shipper is aware of the poor finish of certain specimens, but is obliged to ship them anyway because of the closing of the grass season in his section.

These cattle are disposed of to local feeders—farmers in nearby States who watch the market for them and take them back to the country. Here they put them on hay and corn and fatten them for a later market. Cattle which have gone through this process make the best possible fancy beef, and come to market through the winter and spring months when grass-fed cattle are out of season.

How to Judge a Bullock.

However, it is up to the buyer to apprehend any animals in a lot which may be deficient in beef qualities and point them out to the seller. This is a point wherein the efficiency of a buyer asserts itself. Some animals are very deceptive on account of their short build and breadth of back which might be taken for well-filled flesh, and two or three in a lot which fall below the required standard may so depress the percentage of yield of the whole lot as to spell the difference between a good buy and a bad one.

"To the experienced buyer," says Mr. Brown, "there are quite a number of ways to make certain of the beef-yielding qualities of any bullock or steer.

"These points stand out boldly before the eye of a man who is constantly in the game for many years and who trains himself to look for and see them. Among the first points an expert buyer looks for are a fat wattle under an animal's jaw and width across the shoulders. The shoulders should be thick and square clear up to the neck, so that there will be a good yield of beef all the way along. If a bullock is broad along the back but sharp at the neck there is want of beef there.

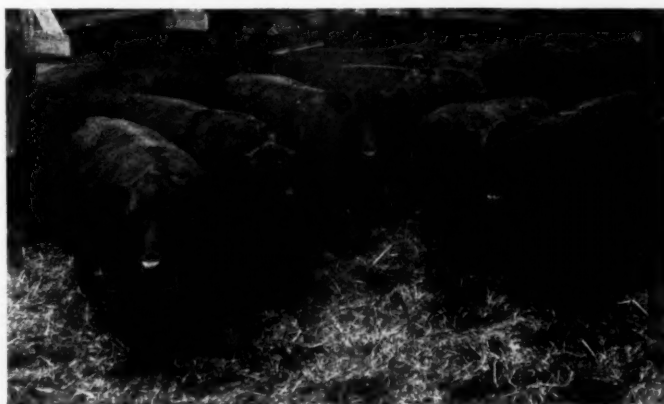
"Another way to judge a bullock is from a point several feet straight behind him. Notice the conformation of his hips and back. If he has been thoroughly fed his 'pants' will be tight and he will be straight and flat across the buttock. If not, he will be divided and have the appearance of being split all the way up, which indicates a lack of meat between the legs or in the rounds.

"Again, get him into action and when he

steps notice whether he pushes a good flank. If he does, this indicates that a good yield of beef can be expected from him.

Well-Bred Animals Are Best.

"Quality of breeding, too, enters into the business all the time, regardless of fatness and finish of feeding. A well-bred animal is well proportioned and will yield a higher percentage of good beef. Breeding means a well-proportioned anatomy upon which the flesh must be hung. No feeder, however expert, can put a very good loin upon a badly propor-



HIGH GRADE "FED" CATTLE FROM IOWA.

tioned or ill-shaped bullock. One of the aims of breeding is to make him thick in the loin, back and quarter so that he will not only yield a high percentage of good beef but cut out nicely on the block.

"The mongrel-bred animal cannot be depended upon to do this. He will have a big, long rib, enclosing a bulky paunch. He will have a big, bony shoulder, head and neck. He will not have the thick, short round so attractive from the butcher's viewpoint.

"Take a high-bred steer and a mongrel and feed them side by side. Give them the same treatment and the same amount and kind of

feed. The one will fill out thick, stocky and well proportioned, while the other will be loosely hung. The one will dress out 60 per cent., while the other yields down around 55 per cent.

"All of our buyers are constantly coached in these points, and in the course of a few years they become quite proficient in judging cattle. In fact, nearly all of them received their training right here in our own business. These men make better buyers than can be picked from the outside. We have one set of men who specialize to some extent on butcher stuff because of its difference from the regular run, and others who make a special study of steers."

How the Cattle Are Handled.

After cattle are bought they are "lotted"

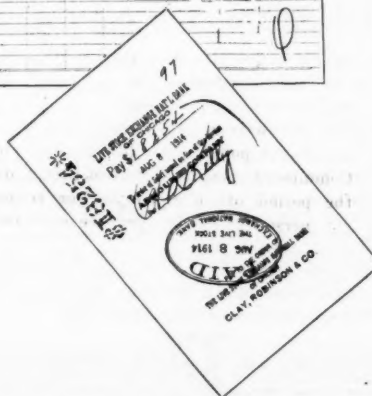
or given lot numbers by us and sent to the scales by the commission man. Each purchase is designated as a lot—except the odds and ends of cows and butcher stock, which come from scattered sources and are bought in small lots of from one to ten and lotted under the name of the buyer.

Each lot is driven to the scales, where it is weighed by the Union Stock Yards Company, who makes out a weight ticket. This is known as "the pig ticket" system. The name of the commission man, the number of cattle, weight and price rate are filled in, the ticket is stamped by the U. S. Yards and Transit Company, the commission man figures the amount and totals the ticket and presents it to Armour and Company for payment. It is checked up by our chief clerk or accountant and endorsed by him—whose name is registered—and goes through the bank the same as an ordinary check.

The cattle are then driven to the pens and taken care of until called for by cattle drivers from the packinghouse, when they are turned into the elevated chutes to be conducted across the stock yards and into the killing rooms.

The lot numbers above referred to remain with these cattle all the way through, from buying to selling. They are bought as lot No. 26, weighed as lot No. 26, killed as lot No. 26, shipped as lot No. 26 and sold as lot No. 26, although, of course, a complete lot is not always shipped to the same branch house. The sales tickets are usually reassembled, after the returns come in, and the buyer has the satisfaction—or the dissatisfaction—of seeing the results of his labor.

(Continued on page 42.)



HOW CATTLE ARE PAID FOR.

Front and Reverse of "Pig Ticket" Which Serves as Check.

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.]—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

PACKING LARD IN BLADDERS.

A refiner writes as follows:

Editor The National Provisioner:

Can you furnish us with a test showing the cost of lard in bladders, packed in barrels ready for shipment?

Fifteen barrels of bladdered lard, 724 pieces weighing 2,100 pounds, or approximately 3 pounds average, cost as follows: Filling (labor), \$4.80; packing (labor), \$4.08; total, 42 cents per 100 pounds. Fifteen barrels at 22 cents each equals 16 cents per 100 pounds; 33 1/3 bladders per 100 pounds at 3/4 cent each equals 25 cents per 100 pounds. Coopering at 5 cents and ice at 4 cents per 100 pounds equals 9 cents. Oat chaff, 10 pounds per 100 pounds, equals 5 cents per 100 pounds. Twine at 29 1/2 cents per pound equals 1 cent per 100 pounds. Tissue paper at \$1.20 per ream equals 5 cents per 100 pounds. Depreciation, skimmings, etc., equals 5 cents per 100 pounds. This makes a grand total of \$1.08 per 100 pounds of lard, from which deduct 30 cents per cwt. if shipped in tierces, leaving a cost of 78 cents per 100 pounds.

One man and three boys worked on this test. There was used 12 1/2 ounces of twine, 1,200 pounds of ice, 14 1/2 pounds of paper and 205 pounds of oat chaff. Continental averages at that time were 25 pieces per barrel, 55 cents per hundred over tierces; 40 pieces, 65 cents over tierces, and 60 pieces, 75 cents over tierces.

All the figures given are what obtained at the time the test was made. However, this gives you a basis to work upon at present values. The filling consumed about 8 hours and the packing about 7 hours. The pieces per barrel ran as follows: 24, 24, 26, 36, 38, 41, 38, 42, 58, 61, 63; 64, 66, 67, 76; total, 724 pieces.

PACKING GUTS AND CASINGS.

An inquiry from a Western slaughterer is as follows:

Editor The National Provisioner:

How are casings and guts packed; that is, how many to the package?

The packing of guts and casings varies somewhat. However, the following is about the rule: Export rounds, 215 sets per tierce; domestic rounds, medium, 135 sets per tierce; wide, 120 sets per tierce. No. 1 middles are packed 110 sets per tierce, and No. 2 middles by the pound. No. 1 bungs are packed 400 pieces per tierce and No. 2 bungs at 450 pieces to the tierce. Skinned bungs are packed 400 to the tierce, and beef bung skins 300 per tierce. Sheep casings are packed in salt in kegs, usually 50 bundles to the keg.

UTILIZING DEAD ANIMALS.

A reader in a large city on the Pacific Coast writes as follows:

Editor The National Provisioner:

I want to get the necessary information as to how to dispose of the material from dead animals to the best advantage. What is it used for, and what are the best methods of handling the material in the simplest manner?

The product from dead animals—cattle, hogs, sheep, horses, dogs, etc.—embodies quite a variety of material, for which there is always a demand, and hence it is readily disposed of. Hides, pelts and skins any tanner will buy, as also will some of our big packers. Bones cooked so as to be available for manufacturing purposes or for fertilizer are also bought by our larger packers and by manufacturers and dealers. Hoofs, horns and switches are also bought by manufacturers, dealers and packers. Grease is bought by dealers, packers and soap manufacturers. Tankage is bought by dealers, packers and fertilizer manufacturers.

In detail the dead animal product proposition is a lengthy subject. The "simplest" manner would be about as follows: Hides, pelts and skins should be carefully removed and salted. If volume warrants the various carcasses should be cut up and rendered separately, and the different greases derived therefrom kept separate. It will pay to wash thoroughly all material going into the

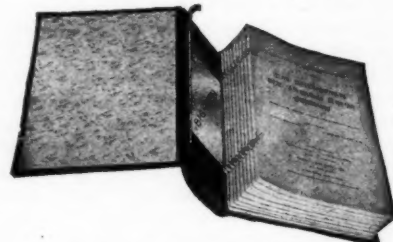
tanks, and to open up all guts, stomachs, etc., and wash free of manure before tanking. All tankage should be handled hot and all grease possible expressed therefrom by pressure before drying.

In this simple manner everything goes into the steam pressure tank, no attempt being made to handle anything separately, such as round and flat shin bones, hoofs, horns, etc. Hence the products are simply three—hides, grease and tankage.

SAVE YOUR NATIONAL PROVISIONER.

How often have you wished to refer to an article or an item of trade information or some valuable trade statistics in some back copy of The National Provisioner, only to find that copy lost or mutilated? You will be glad to know that we have succeeded at last in securing a really practical binder. You can now have your Provisioner in the form of a handsomely bound book ready to refer to at any time.

The new binder is the simplest made. The binding is as simple as sticking papers on an



ordinary file. Each binder holds 26 copies of The National Provisioner, or an entire volume. The binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handy addition to your library.

By special arrangement with the manufacturers we can furnish you with this binder for only one dollar. Merely send us your name and address. Simply say: "Send me your binder. I enclose \$1." The binder will be sent promptly, all charges prepared.

STANDARD FOR A GENERATION SWENSON EVAPORATORS

have been put into every industry where evaporators are used. They have become so well and so favorably known that for most of these industries today the Swenson is standard. Repeat orders have followed one another until now half of our business is based upon previous business with the same concerns. At the same time, where required, we will design and construct evaporators of any type to suit special conditions.

We have become the largest manufacturers of evaporators in the United States because we have gone at the thing from the right standpoint. Our staff of engineers includes men whose experience ranges over all industries using evaporators, and whose training has been along thoroughly scientific lines. Every evaporator we build is designed to fulfill certain specific conditions. It is designed with the background of this wealth of experience, and is based upon correct principles. Only

under such conditions could the business have been built up to our present dimensions.

The reason the big packers come back to us for more and more evaporators for tank water is because they have thoroughly tested out our product and found it satisfactory. The man whose plant is smaller does not always have opportunity to make these tests, but he can safely rely upon the example of the men of widest experience.

SWENSON EVAPORATOR CO.

945 Monadnock Block

(Formerly American Foundry & Machinery Co.)

CHICAGO

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GEORGE L. MCCARTHY, President.

HUBERT CILLIS, Vice-President.

JULIUS A. MAY, Treasurer.

OTTO V. SCHRENK, Secretary.

PAUL I. ADRICH, Editor.

GENERAL OFFICES.

No. 116 Nassau St., (Morton Building), New York, N. Y.

Cable Address: "Sampan, New York."

Telephone, No. 5477 Beekman.

WESTERN OFFICES.

Chicago, Ill., 514 Postal Telegraph Building.

Telephone, Wabash 5840.

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TO HELP MEAT PRODUCTION

The attention of the country, since the European war began, has been called to two economic difficulties at home—the failure of the cotton market and the shortage of meat supplies. Both have been widely discussed. Remedies are being sought to save the cotton industry from disaster, and active measures are being taken. The meat shortage is much talked of, but little in the way of practical relief has been undertaken.

In Oklahoma, however, livestock and packing interests have inaugurated a practical plan in this direction. The Oklahoma Stock Yards Company offers to put an agent in any community to take orders for breeding hogs and obtain them for farmers on as small or large a scale as desired, and at the lowest carload rates. This enables even the smallest farmer to get his breeding material as

cheaply as anybody. And if the farmer lacks the cash the local banks—backed by the Stock Yards Company, if necessary—will loan him the money, secured by mortgage on his hogs.

This is a practical, up-to-the-minute method which promises aid to all who desire it, and offers hope of relief to the meat situation on a large scale if the farmers will co-operate. What is being done with hogs can also be done with cattle.

Of course the packing interests behind this move are not entirely unselfish in their action. What benefits the farmer and increases the livestock supply benefits them and increases their business. Their plants must be kept in operation, and they must depend on volume for profits, not on wide margins. This is a worthy plan, and it should be eagerly accepted by those it is intended to assist, and it should be copied wherever possible.

A NEW TRUST BOGIE

In the South they have a new bogie to shiver over, or to pursue, as the case may be. It is the "cottonseed products trust." There has always been more or less of a howl from certain quarters in the South as to the domination of seed prices by oil mill interests, but it never took the form of a political chase until the European war complicated the economic situation in the South.

Now politicians, many newspapers and a lot of other people are working themselves up to fever heat over an imagined "cottonseed products trust," and they have made so much noise that they have even attracted some attention at Washington. As one irate cotton oil mill man says in a letter to The National Provisioner, "It seems as though every State and Federal official and every pot-house politician feels perfectly at liberty to take a whack at us in any way he pleases."

The case of the Texas Commissioner of Agriculture is an example. This gentleman, presumably in the interest of the farmers, accused Texas oil mills of controlling the price of seed and putting it down. It is true that when the oil mill men presented their side of the case he had to retract; he is said to have eaten his "dish of crow" with apparent relish. But the harm had been done. His misstatements were widely published; his retraction got almost no publicity. That is the case with most mud-throwing attacks. Many people who read his absurd accusations never saw his humble apology.

Even some Southern Congressmen are attempting to pursue this "cottonseed octopus." Their vaporings at Washington get wide circulation throughout the country, and do the industry great wrong. So far as monopoly or manipulation is concerned, the Texas oil

mill men took a step the other day which proves their sincerity, as well as calling the bluff of the demagogues. They offered to turn over to the State of Texas their entire business and let the State operate their mills and market their products. The answer of the Texas authorities will be interesting to watch for.

As a matter of fact no industry in the country has been hit harder by the war than the cottonseed products industry. Exports of cottonseed oil, meal and cake for the fiscal year ending June 30, 1914, aggregated in value nearly 25 million dollars. This trade has been practically wiped out by the war—so far as this year's crop and crush is concerned, at least.

With foreign markets gone and domestic market affected by the situation, it is not likely that mills can pay any such prices for seed as at normal times. And because such conditions send down the price of raw material the users of that material are charged with combination to depress prices! Nothing more childish than this could emanate from the brain of a notoriety-seeking politician.

The cottonseed products industry of the South is getting a taste of the treatment to which the meat trade has been subjected for so many years. These things would be funny if they were not pathetic. Many mills in the South are now buying seed that cannot possibly be worked at a profit. The remedy does not yet appear to be in sight. But there is a remedy, and it will turn up before long.

CREDITS TO SAVE TRADE

It is declared that industries of the United States will be seriously injured by loss of Latin-American trade if the restriction of commercial credits is not remedied, and it is to be hoped that banks will extend accommodations at least sufficient to assure maintenance of existing trade. This is one of the conclusions of the Latin-American Trade Committee appointed by Secretary of Commerce W. C. Redfield, which has just made its report. How dependence upon London banking saps American foreign selling power, and how the sister republics are turning to the United States for funds to carry on industrial development, are set forth in the committee's report which was made for the purpose of providing the public's intense interest with a businesslike analysis of present conditions and future prospects.

That the greatest opportunity lies in systematic preparation for extension of trade when peace restores normal conditions, rather than in hasty invasion of Southern markets, is another conclusion. We are beginning to see some things differently than was the case at the beginning of this European war.

TRADE GLEANINGS

The United Oil Mills, Arkadelphia, Ark., may convert the present cottonseed oil mill into a peanut mill.

A rock crushing plant will be established in Manatee, Fla., to pulverize lime rock for fertilizer, by H. R. Kenyon, of Manatee, and B. H. Phillips, of Buffalo, N. Y.

The storage plant of Rowe & Dean, wholesale meat dealers at No. 18 West Cayuga street, Oswego, N. Y., was destroyed by fire. It is estimated the damage is \$5,000.

Albert C. Glick, who is widely known in the packing trade and who was formerly secretary and manager of Brittain & Company, of Marshalltown, Iowa, has been declared insane.

The Jellico Fertilizer Company, Jellico, Tenn., has been incorporated with a capital stock of \$2,500, by W. S. Harkness, president; M. V. Siler, vice-president, and J. L. Rose, secretary, treasurer and manager.

Chancellor Curtis has appointed David Snellenberg and the Security Trust and Safe Deposit Company receivers for the United Leather Company, Wilmington, Del. The receivers were required to give a bond of \$100,000. The United Leather Company has a large plant there.

James L. Gougler, member of the firm of Gougler & Lengel, packers, at Reading, Pa., died last week at his home near Mohnton, from heart failure. Mr. Gougler was 52 years old and was well known among the packing trade throughout the East. He is survived by his wife and two children.

Articles of incorporation have been filed with the Wisconsin Secretary of State under the name Farmers' Co-operative Packing Company, of Wausau, by the Wisconsin Society of Equity, Madison, Wis., with a capital stock of \$250,000. This is the second large co-operative packing company organized this year by this society, the first being the Farmers' Co-operative Packing Company of La Crosse.

William H. Gorman, a pioneer in the Chicago packing industry and a father of State Senator Al F. Gorman, died at the home of Senator Gorman, No. 5436 South Morgan street, Chicago, last week. Mr. Gorman was 78 years old and was born in Ireland in 1836. He came to Chicago as a boy and when the

packing business became Chicago's principal industry he was directing the mechanical affairs of one of the pioneer packers, Henry Denny. He retired fifteen years ago.

NEW COMMERCE BUREAU CHIEF.

Dr. Edward Ewing Pratt, of New York City, has been appointed by President Wilson to be Chief of the Bureau of Foreign and Domestic Commerce to succeed A. H. Baldwin, resigned. The new incumbent of this important office has been widely known as a statistician and research specialist. His appointment indicates a desire on the part of the government to broaden out the work of the Bureau even more widely, if possible.



Photo "The Nation's Business."

DR. EDWARD EWING PRATT.

than under the active and efficient administration of his predecessor.

Dr. Pratt goes to Washington from a position as manager of the Industrial Bureau of the Merchants' Association of New York. He was graduated from Oberlin College in 1906 with the degree of A. B. and in 1907 took the degree of M. A. at Tulane University, New Orleans. Columbia University in 1911 awarded him the degree of Ph. D.

In 1912 Dr. Pratt acted as Chief Statistician to the New York State Food Investigating Commission. For the past two years he has held a special lectureship at New York University in the School of Commerce, Accounts and Finance, where he has given courses in "Business Management" and "Statistics and Research." Mr. Pratt has organized and directed several parties of Americans who have gone to Europe for the purpose of studying economic, industrial and municipal problems.

Mr. Pratt has done special work in statistics and research, especially along industrial and commercial lines. He is an authority on matters pertaining to industrial betterment and welfare work as carried on by employers. Mr. Pratt has published a very careful statistical study on the "Industrial Causes of Congestion of Population in New York City," and has written numerous articles on various economic subjects.

For the past two years Mr. Pratt has been in charge of the industrial work of the Merchants' Association of New York. In the course of this work Mr. Pratt has become very intimately acquainted with both domestic and foreign commerce, and knows very intimately the needs of the business community along these lines.

HIGHER REFRIGERATION FREIGHTS.

An increase of five cents per 100 pounds, with a minimum 10,000 pounds in refrigeration charges on less than carload shipments from New Orleans and other points on the Illinois Central and the Yazoo and Mississippi Valley railroads to Chicago will go into effect on November 1. The Interstate Commerce Commission announced on Wednesday that it would vacate on that date its order of suspension issued against the increase. The commission pointed out that the basis for refrigeration charges lies primarily in the cost of the ice. It was said that the roads have shown conclusively that the advance is not unreasonable, measuring the charge upon such a basis.

MEAT HOGSHEADS

WOODEN

TANKS and VATS

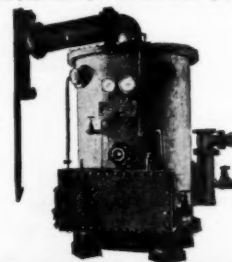
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Irregular—Trading Light—Cash Distribution Fair—Demand Better—Hog Movement Larger—Exports Light.

A better tone has developed in the provision contract market, with some improvement in values from the recent low level. After gaining moderately, prices hesitated for several days, but demand has shown signs of improvement, and the confidence in the market seems to be improving. This condition of affairs was accompanied by claims of a better demand for cash product, and there have been numerous predictions that the mid-month stock statement would reflect a better distribution. (See page 23.)

The position of the cash markets is somewhat more satisfactory. In lard there has been a better demand for cash product, which is reflected in the relative strength of October compared with January. A short time ago the October delivery was at a discount, and was evidently under pressure. Deliveries on October contracts were quite liberal, but were well taken, and October has improved to nearly $\frac{1}{4}$ c. per pound over January. The position of October ribs is also a very steady one, and a premium of $\frac{1}{4}$ c. per pound is shown, compared with a premium a year ago of only about forty points. The position of cash pork is also quite steady; there is a fair demand for distribution, and this, with the rather moderate production and good demand for fresh meats, prevents any material pressure on the cash product. The exports of product the past week showed an improvement, particularly in lard; shipments were the largest since before the outbreak of hostilities and aggregated 6,996,000 pounds. Exports of meats were also fairly good, totaling about five million pounds.

The movement of live stocks is improving, and the total is reflected in the larger packing statistics, and in the better movement of hogs as shown daily at the West. Receipts at the leading points on Tuesday were 95,000 hogs and on Wednesday were 80,000, while the packing at the principal Western points for the past week was 420,000 against 337,000 hogs the preceding week and 461,000 a year ago; since March 1 the total has been 13,179,000 hogs against 15,269,000 last year, a decrease of 2,090,000 hogs.

This material falling off in the summer packing movement is in line with the earlier predictions regarding the effect of the high price of feed-stuffs last year, but claims were made very generally that the crop of pigs this spring was a good one, and there has been disposition to look for an increase in the hog movement as soon as the effect of the spring crop was felt. The probabilities of a larger supply of hogs are foreshadowed by the Government reports as to the number of hogs for fattening, and the general healthfulness of the hogs in the country. If the country could get back to only the average losses from cholera seen up to about three years ago, the available supply of hogs would be increased several millions.

The low prices which have recently prevailed for product will, it is believed, stimulate the distribution, although financial and trade conditions generally are still so badly mixed that there is a decided feeling of uncertainty still regarding the probable size of the distribution this fall and winter. It appears likely that there will be some improvement in the export distribution, particularly with the more settled financial conditions, and sooner or later it is expected that there will be some forced buying from abroad.

The feed-stuffs situation is a rather mixed one this year. Prior to the big crop of corn two years ago the present yield of corn would have been considered slightly above the average, and the total outturn slightly above the average, but with the growth of the country a larger total outturn is considered necessary. Feed prices are light, for corn and oats, but other feed-stuffs are relatively low. Bran, mixed feed, hay, kaffir-corn, cottonseed meal are all relatively low, particularly the cottonseed meal, which ordinarily is exported in such large quantities to the continent. On account of the irregular prices for feed-stuffs, it is quite probable that shrewd feeders will have unusual opportunities for fattening stock of all kinds, while those who depend on grain alone will be confronted with high feed costs.

The export movement of provisions is, naturally, hampered by the financial conditions and the difficulty of credits which, while improved to some extent, are still far from normal, and with the big markets in northern Europe closed, there is very little probability of normal export buying. Domestic distribution is also influenced, to some extent, by the monetary situation and the slowness of collections.

LARD.—Values have shown but little change during the week, while trade has been moderate. Export demand is limited. Compound lard is quiet, with values lower on the weakness in oil. City steam, $10\frac{1}{4}$ c. nom.; Middle West, $\$10.30@10.40$ nom.; Western, $\$10.75$; refined Continent, $\$11.15$ nom.; South American, $\$11.50$ nom.; Brazil, kegs, $\$12.50$; compound lard, $7\frac{1}{2}c@7\frac{3}{4}c$.

PORK.—The market showed a steadier tone with the West, but trading is quiet and in small lots. Mess is quoted $\$21.50@22$ nom.; clear, $\$22@25.50$ nom.; family, $\$24.50@27$.

BEEF.—The market has been very quiet again, but values are firm and held at full figures. Quoted: Family, $\$30@32$ nom.; mess, $\$23@24$ nom.; packet, $\$25@26$ nom.; extra India mess, $\$40@45$ nom.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, October 14, 1914:

BACON.—Antofagasta, Chile, 782 lbs.; Bergen, Norway, 65,510 lbs.; Bordeaux, France, 667,044 lbs.; Bosna, Austria-Hungary, 44,718 lbs.; Glasgow, Scotland, 124,900 lbs.; Hamilton, Bermuda, 1,245 lbs.; Havana, Cuba, 34,698 lbs.; Hull, England, 139,797 lbs.; Kingston, W. I., 597 lbs.; Liverpool, England, 1,148,106 lbs.; London, England, 7,396 lbs.; Oran, Algeria, 5,180 lbs.; Marseilles, France,

31,845 lbs.; Rotterdam, Holland, 65,771 lbs.; Santiago, Cuba, 1,500 lbs.; Tampico, Mexico, 2,300 lbs.

HAMS.—Antigua, W. I., 2,218 lbs.; Antofagasta, Chile, 783 lbs.; Barcelona, Spain, 19,079 lbs.; Belize, British Honduras, 934 lbs.; Cartagena, Colombia, 878 lbs.; Cayenne, French Guiana, 1,133 lbs.; Demerara, British Guiana, 900 lbs.; Glasgow, Scotland, 280,458 lbs.; Hamilton, Bermuda, 5,955 lbs.; Havana, Cuba, 3,487 lbs.; Hull, England, 161,701 lbs.; Kingston, W. I., 597 lbs.; La Guayra, Venezuela, 2,698 lbs.; Liverpool, England, 731,757 lbs.; London, England, 4,228 lbs.; Martinique, W. I., 1,080 lbs.; San Domingo, S. D., 6,396 lbs.; Santiago, Cuba, 3,162 lbs.; Tampico, Mexico, 1,010 lbs.

LARD.—Aberdeen, Scotland, 43,003 lbs.; Antigua, W. I., 8,693 lbs.; Antofagasta, Chile, 23,469 lbs.; Belize, British Honduras, 12,875 lbs.; Bergen, Norway, 314,645 lbs.; Bordeaux, France, 610,558 lbs.; Bosna, Austria-Hungary, 40,425 lbs.; Buenaventura, Colombia, 23,982 lbs.; Cartagena, Colombia, 5,450 lbs.; Cayenne, French Guiana, 3,400 lbs.; Christiania, Norway, 45,837 lbs.; Colon, Panama, 34,578 lbs.; Curacao, Leeward Islands, 1,309 lbs.; Demerara, British Guiana, 2,500 lbs.; Drontheim, Norway, 13,750 lbs.; Glasgow, Scotland, 3,427 lbs.; Guayaquil, Ecuador, 7,344 lbs.; Hamilton, Bermuda, 4,462 lbs.; Havana, Cuba, 97,406 lbs.; Havre, France, 36,927 lbs.; Hull, England, 511,378 lbs.; Kingston, W. I., 1,860 lbs.; La Guayra, Venezuela, 18,590 lbs.; Liverpool, England, 1,060,740 lbs.; London, England, 1,077,143 lbs.; Martinique, W. I., 5,700 lbs.; Nassau, Bahamas, 4,131 lbs.; Newcastle, England, 35,000 lbs.; Port au Prince, W. I., 27,400 lbs.; Port Limon, C. R., 1,129 lbs.; Puerto Mexico, Mexico, 1,000 lbs.; Rotterdam, Holland, 113,537 lbs.; St. Thomas, W. I., 4,948 lbs.; San Domingo, S. D., 2,226 lbs.; Santiago, Cuba, 8,355 lbs.; Sierra Leone, Africa, 4,730 lbs.; Stavanger, Norway, 42,500 lbs.; Tampico, Mexico, 8,467 lbs.; Uyuni, Bolivia, 21,900 lbs.; Valparaiso, Chile, 6,800 lbs.

LARD OIL.—Tampico, Mexico, 299 gals.

PORK.—Antigua, W. I., 170 bbls.; Demerara, British Guiana, 38 bbls.; Hamilton, Bermuda, 38 pkgs.; Havre, France, 5 bbls.; Kingston, W. I., $8\frac{1}{2}$ bbls.; Martinique, W. I., 26 bbls.; Nassau, Bahamas, 14 bbls.; Newcastle, England, 88 bbls.; Port au Prince, W. I., 44 bbls.; St. Thomas, W. I., 10 bbls.; San Domingo, S. D., 7 bbls.

PORK TAILS.—St. Thomas, W. I., 50 bbls.

SAUSAGE.—Havana, Cuba, 20 bxs.; Liverpool, England, 200 bxs.; Oran, Algeria, 30 pa.; Marseilles, France, 50 bxs.; San Domingo, S. D., 34 pa.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, October 14, 1914:

Beef.—Antigua, W. I., 57 bbls.; Barcelona, Spain, 36 tes.; Bosna, Austria-Hungary, 980 bbls.; Cayenne, French Guiana, 16 bbls.; Demerara, British Guiana, 25 bbls.; Glasgow, Scotland, 20 tes.; Hamilton, Bermuda, 30 pkgs.; Liverpool, England, 105 tes.; Martinique, W. I., 21 bbls.; Port Limon, C. R., 20 bbls.

FRESH MEATS.—Colon, Panama, 94,786 lbs.; Hamilton, Bermuda, 16,272 lbs.; Havana, Cuba, 507 lbs.

OLEO OIL.—Bergen, Norway, 675 tes.; Christiania, Norway, 135 tes.; Glasgow, Scotland, 50 tes.; Gothenberg, Sweden, 200 tes.; Liverpool, England, 50 tes.; London, England, 350 tes.; Piraeus, Greece, 24 tes.; Rotterdam, Holland, 625 tes.; Salonica, Turkey, 20 tes.; Stavanger, Norway, 250 tes.

OLEOMARGARINE.—Antigua, W. I., 20,176 lbs.; Belize, British Honduras, 1,600 lbs.;

Colon, Panama, 3,780 lbs.; Demerara, British Guiana, 1,000 lbs.; Hamilton, Bermuda, 1,950 lbs.; Martinique, W. I., 4,400 lbs.; Nassau, Bahamas, 1,805 lbs.; St. Thomas, W. I., 2,200 lbs.; San Domingo, S. D., 1,000 lbs.; Tampico, Mexico, 7,975 lbs.

TONGUES.—Antofagasta, Chile, 40 pa.; Glasgow, Scotland, 25 cs.; Hull, England, 139 cs.; Liverpool, England, 10 tes.; London, England, 30 cs.; Newcastle, England, 140 cs.

TALLOW.—Colon, Panama, 1,789 lbs.; Havana, Cuba, 42,968 lbs.

CANNED MEATS.—Bristol, England, 402 cs.; Calcutta, India, 61 cs.; Cayenne, French Guiana, 35 pa.; Colon, Panama, 94 cs.; Demerara, British Guiana, 22 pa.; Glasgow, Scotland, 10 cs.; Hull, England, 50 bxs.; La Guayra, 25 pa.; Liverpool, England, 250 cs., 217 bxs., 1,125 pa.; London, England, 40,455 cs.; Oran, Algeria, 100 pa.; Sydney, Australia, 143 pa.

LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending October 10, 1914, are reported as follows:

Port.	Cattle.	Sheep.	Beef, qrs.
From New York	—	—	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	—	—	—
Total last week	—	—	—

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign fresh beef into the port of New York during the past week totaled 12,260 quarters, compared to nothing for the past two weeks. This week's totals included 9,586 quarters of chilled Argentine beef direct, and 2,674 quarters of frozen Australian beef via Cape Horn. Mutton imports totaled 20,033 carcasses of lamb, all from New Zealand, compared to nothing for the past two weeks. There were no arrivals of canned meats or offal, except 144 bags of beef and 30 bags of veal from Australia.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 16, 1914, show that exports from that country were as follows: To Europe, 91,789 quarters; to North America, 29,769 quarters. The previous week's exports were as follows: To Europe, 61,088 quarters; to North America, 33,898 quarters.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, October 8, 1914, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake.	Cottonseed Oil.	Bacon and Hams.	Tallow.	Beef.	Pork.	Lard.
	Bags.	Bbls.	Pkgs.	Pkgs.	Pkgs.	Bbls.	Tcs. and Pkgs.
Vaderland, Liverpool	200	596	5	447	4200		
Cedric, Liverpool	100	2732	110	561	8218		
Campania, Liverpool	50	484		500	2022		
Philadelphia, Liverpool		1279		200			
Minnehaha, London		16		200	13900		
Maryland, London				100			
Colorado, Hull		513	88	160	9753		
Columbia, Glasgow	300	627					
Noordam, Rotterdam	15870	100	100	175	1000		
Andyk, Rotterdam	6350						
Prosper III, Baltic	6051						
Kristianiafjord, Baltic	425	120	25	555	1000		
United States, Baltic	1450	373		1910	8200		
Espagne, Havre	50	25		100			
Alexandra, Bordeaux		900		5000			
Sant' Anna, Marseilles	60	50					
Isle of Mull, Marseilles	75						
Montevideo, Barcelona			119				
Tomaso di Savoia, Mediterranean	100			92	170		
Napoli, Mediterranean	75						
Duca d' Aosta, Mediterranean	25						
Total	28271	3010	7815	229	118	5000	53463

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 15.—The market on chemicals and soap supplies is quoted as follows: 74@76 per cent. caustic soda, \$1.60@1.65 basis 60 per cent.; 60 per cent. caustic soda, \$1.75 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2¼@2½c. per lb.; 58 per cent. soda ash, 80c. per 100 lbs. basis 48 per cent.; 48 per cent. carbonate of soda, 95c. per 100 lbs.; talc, 1¼@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; chloride of lime in casks, 3½c. per lb. and bbls. 4c. per lb.; electrolytic caustic potash, 20@22c. per lb.

Prime palm oil in casks, 7@8c. per lb.; clarified palm oil in bbls., 8½c. per lb.; genuine Lagos palm oil, 8c. per lb.; palm kernel oil, 12@12½c. per lb.; green olive oil, \$1 per gal.; yellow olive oil, \$1@1.05 per gal.; green olive oil foots, 9½@10c. per lb.; Ceylon coconut oil, 12½@13½c. per lb.; Cochiti coconut, 15@16c. per lb.; cottonseed oil, 5½@5¾c. per lb.; Soya bean oil, 6½@6¾c. per lb.; prime city tallow at 6½c. per lb.; corn oil, 5.45@5.55c. per lb.

House grease, 5¼@6c. per lb.; brown grease, 5½c. per lb.; oleo stearine, 9½c. per lb.; yellow packer's grease, 5¾c. per lb.

PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 15.—Wholesale prices in green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 20½@21c.; green hams, 8@10 lbs. ave., 16c.; do., 10@12 lbs. ave., 15c.; do., 12@14 lbs. ave., 14½c.; do., 18@20 lbs. ave., 14½c.; green clear bellies, 6@10 lbs. ave., 16½c.; do., 10@12 lbs. ave., 15½c.; green rib bellies, 10@12 lbs. ave., 15c.; do., 12@14 lbs. ave., 14½c.; S. P. hams, 8@10 lbs. ave., 16c.; do., 10@12 lbs. ave., 15½c.; do., 12@14 lbs. ave., 15c.; do., 18@20 lbs. ave., 16½c.; S. P. clear bellies, 6@10 lbs. ave., 16½c.; do., 10@12 lbs. ave., 16c.; do., 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 16c.

Western prices are as follows: Pork loins, 8@10 lbs. ave., 19c.; do., 10@12 lbs. ave., 18½c.; do., 12@14 lbs. ave., 17½c.; do., 14@16 lbs. ave., 16c.; skinned shoulders, 14c.; Boston butts, 15½c.; boneless butts, 16½c.; lean trimmings, 15c.; regular trimmings, 10c.; spareribs, 12c.; neck bones, 5c.; tails, 7c.; kidneys, 5c.; feet, 5c.; ears, 3c.; snouts, 5c.; livers, 4½c.; frozen loins, 17@17½c.; tenderloins, 30c.

Tierce goods: S. P. ribs, \$28; pig tongues, 12c.; pig tails, \$21.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, October 15.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 12¾@13c.; 12@14 lbs. ave., 12½@12¾c.; 14@16 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12½@12¾c. Sweet pickled, 8@10 lbs. ave., 14¼@14½c.; 10@12 lbs. ave., 14@14½c.; 12@14 lbs. ave., 13¾@13¾c.; 14@16 lbs. ave., 13½@13¾c.; 18@20 lbs. ave., 13½@13¾c.

Skinned Hams—Green, 14@16 lbs. ave., 13@13¼c.; 16@18 lbs. ave., 13@13¼c.; 18@20 lbs. ave., 13@13¼c.; 22@24 lbs. ave., 12¾@13c. Sweet pickled, 14@16 lbs. ave., 13¾@13¾c.; 16@18 lbs. ave., 13¼c.; 18@20 lbs. ave., 13¼c.; 22@24 lbs. ave., 12½@12¾c.

Picnic Hams—Green, 5@6 lbs. ave., 11¼@11½c.; 6@8 lbs. ave., 10½@10¾c.; 8@10 lbs. ave., 10½@10¾c.; 10@12 lbs. ave., 10½@10¾c. Sweet pickled, 5@6 lbs. ave., 11½@11¾c.; 6@8 lbs. ave., 10½@10¾c.; 8@10 lbs. ave., 10½@10¾c.; 10@12 lbs. ave., 10½@10¾c.

Clear Bellies—Green, 6@8 lbs. ave., 16½@16¾c.; 8@10 lbs. ave., 16@16¼c.; 10@12 lbs. ave., 15½@15¾c.; 12@14 lbs. ave., 15@15½c.; 14@16 lbs. ave., 14½@14¾c. Sweet pickled, 6@8 lbs. ave., 16¾@16¾c.; 8@10 lbs. ave., 16¼@16½c.; 10@12 lbs. ave., 16¼@16½c.; 12@14 lbs. ave., 15½@15¾c.; 14@16 lbs. ave., 15@15¼c.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending October 10, 1914, with comparisons:

To—	PORK, BBLs.		
	Week ending Oct. 10, 1914.	Week ending Oct. 11, 1913.	From Nov. 1, '13, to Oct. 10, 1914.
United Kingdom...	10	50	13,015
Continent	25	140	6,509
So. & Cen. Am.	150	60	10,952
West Indies	779	327	58,852
Br. No. Am. Col.	55	626	20,151
Other countries	30	.....	416
Total	1,049	1,233	111,965

MEATS, LBS.

United Kingdom...	4,386,225	6,136,850	263,807,010
Continent	348,075	916,725	23,147,565
So. & Cen. Am.	7,000	90,000	3,348,040
West Indies	91,600	57,225	7,069,175
Br. No. Am. Col. ....	.....	12,000	226,300
Other countries .....	.....	.....	23,500
Total	4,832,900	7,242,800	298,222,250

LARD, LBS.

United Kingdom...	4,887,432	2,827,475	208,633,947
Continent	1,665,100	2,125,070	131,335,443
So. & Cen. Am.	214,580	321,250	16,970,498
West Indies	226,600	207,900	19,915,120
Br. No. Am. Col.	1,420	33,050	489,535
Other countries	600	.....	791,400
Total	6,995,732	5,534,645	378,135,943

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Meats, lbs.	Lard, lbs.
New York	344	3,709,450	4,321,212
Boston	55	261,450	5,520
Philadelphia .....	.....	.....	384,000
New Orleans	650	22,000	325,000
Galveston .....	.....	.....	45,000
Montreal .....	.....	840,000	1,912,000
Total week	1,049	4,832,900	6,995,732
Previous week	1,128	7,385,450	4,287,362
Two weeks ago	1,976	4,908,700	5,834,914
Cor. week last y'r	1,233	7,242,800	5,534,645

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '13, to Oct. 10, '14.	Same time last year.	Decrease.
Pork, lbs.	22,391,000	23,136,800	745,800
Meats, lbs.	298,222,250	340,238,549	42,016,299
Lard, lbs.	378,135,943	326,067,064	147,931,121

OCEAN FREIGHTS.

[Owing to war conditions there are few standard rates.]

	Liverpool.	Glasgow.	Hamburg.
	Per ton.	Per ton.	Per 100 lbs.
Beef, per tierce	—	—	—
Oil cake	21c.	24c.	—
Bacon	—	—	—
Lard, tierces	—	—	—
Cheese	—	—	—
Butter	—	—	—
Canned meats	—	—	—
Tallow	—	—	—
Pork, per barrel	—	—	—

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The tone in the tallow market is barely steady, at the best. Business has been quiet, and although the political situation is regarded as more complicated, influences therefrom were ineffective, as far as sentiment was concerned. The trade seems to regard the importations of foreign tallows as the dominant feature in the market at present. Several million pounds of Australian stuff have come in, and London interests are offering, with no indication of a marked cessation of these offerings. As far as can be learned, the quality of these importations is irreproachable. Fortunately foreigners are not engaged in price-slashing, and American makers are less annoyed on this account than would be the case under other circumstances. Moreover, there is not a great deal of tallow being made in this country, on account of the cattle situation and the high price and smaller consumption of meats. In many quarters conservatism is the ruling characteristic. The London auction sale was reported with 300 casks sold of 1,500 offered, prices being unchanged from those of the preceding week. Prime city tallow is quoted at 6¼c. nominal here, with last sales at 6½c.; but there are no bids at present of six cents. City specials are at 6¼c. nominal.

OLEO STEARINE.—The market has not changed. Business represents hand-to-mouth buying, with holders seemingly more independent. Most sales have been on the basis of 9c.

COCOANUT OIL.—The market is very quiet, due to small stock and small offerings from abroad. Sales are small, as available stocks are very small. Quoted: Cochin, 15@16c.; arrival, —; Ceylon, 12½@13c.; shipment, —.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

CORN OIL.—Demand is quiet, and with lower markets in other oils and full foreign demand, prices have been reduced. Foreign demand is light. Prices quoted at \$5.45 in car lots.

OLEO OIL.—Business is at a standstill and values are nominal. Extras are quoted at New York, 12@13c.; No. 2, 9½@10c. Rotterdam is quoted at — florins.

GREASES.—The market is quiet and the tone is easy with the dull market in competing fats and oils. Quotations are nominal, as follows: Yellow, 5½@6¼c. nom.; bone, 5½@6c. nom.; house, 5½@5¾c. nom.

SOYA BEAN OIL.—The market is quoted dull and lower with lower values in competing oils. Spot is quoted at 6¾@7c.

PALM OIL.—Trading is very quiet, with prices nominally unchanged. Dealings are in small lots and offerings from first hands are very light. Prime red spot, 7@8c.; to arrive, —; Lagos spot, 8@9c.; to arrive, —; palm kernel, 12½c.; shipment, —.

NEATSFOOT OIL.—Trading continues quiet, with values about steady. For 20 cold test, 96@97c.; 30 do., 88c.; 40 do., water white, 80@82c.; low grade off yellow, 63c.

WESTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, October 10, 1914.—Market for fertilizer materials of all kinds is practically dead, both buyers and sellers unwilling to name a price, except in a general way, though sellers are anxious to do business and would no doubt shade their nominal asking prices to some extent if there was any prospect of securing orders or firm bids. We can only quote the nominal price of \$3.10 per unit on blood and \$2.90 and 10c. on high grade tankage for prompt or October shipment, with the proviso that if bids a shade less than this could be secured some of the sellers would undoubtedly be willing to do business.

The lower grades of tankage are in about the same shape, sellers holding at steady prices, nominally, but waiting for bids. Outside packers' crushed tankage is rather more freely offered at some reduction in the asking price, but neither local nor Southern fertilizer manufacturers would make a bid for it. Some of the local parties who degrease such tankage are making propositions so far below the nominal market that they are given no consideration by the sellers.

Some of the locally produced renderers' tankage is offered at \$16 for October or November shipment, on a 6 and 15 per cent. basis. (Complete quotations will be found on page 39.)

CHICAGO STOCKS OF PROVISIONS.

Mid-month estimate of Chicago stocks of provisions, with comparisons, are as follows:

	Oct. 15, 1914.	Oct. 1, 1914.	Oct. 1, 1913.
Pork, bbls., made since Oct. 1	1,780	.....	11,305
Pork repacked, bbls.	4,824	.....	5,123
Other pork	22,511	58,136	.....
Lard, lbs., made since Oct. 1	2,239	.....	.....
Other contract lard, tes.	65,124	120,921	96,324
Short ribs, lbs., made since Oct. 1	3,812,000	.....	.....
Other contract ribs, lbs.	5,939,169	10,020,531	7,676,195

VISITORS AT PACKING PLANTS.

From January 1 to August 1 Armour & Company entertained through the "visitors' entrance" at their Chicago plant, 34,587 men, women and children from all sections of the country. This is an increase of nearly nine thousand over the corresponding seven months a year ago, more than 34 per cent. increase.

Among the special personages included in the above figures recently may be mentioned: Gaby Deslys, the French actress.

Class of students from the University of Chicago.

Class of veterinary students from the Ohio State University.

Secretary of Commerce of the United States and party.

Domestic Science Class of University of Chicago.

George Brandes, famous literary critic of Brussels, Belgium.

Lord Mayor of Manchester, England.

Chief of Police of San Francisco, Cal.

One hundred and fifty ladies of the International Federation of Women's Clubs.

Four hundred and five members of the International Sunday School Convention.

Two hundred and nine members of the Presbyterian Synod.

One hundred and fourteen members of the German Lutheran Synod.

Fifty members of the Congress of Esperantists.

A force of uniformed guides is in attendance at all times to conduct visitors through, a new party starting every half hour. The tour requires about an hour from the time of starting.

A comfortably equipped waiting room is provided at the entrance, containing a museum of packinghouse exhibits, such as by-products and showcases illustrating processes through which they pass. This includes leather in all its stages, wool from sheep to cloth, pepsin, ammonia, sandpaper, soaps, buttons, hairpins, canned goods, etc., etc. Writing tables, stationery and pens and ink are available to all and visitors take full advantage of all these conveniences.—"Armco."

Green Olive Oil Foots

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COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending October 15, 1914, and for the period since September 1, 1914, were as follows:

	Week ending Oct. 15, '14.	Since Sept. 1, '14.
From New York—	Bbls.	Bbls.
Barbados, W. I.	233	501
Bergen, Norway	—	1,450
Buenos Aires, A. R.	—	768
Cape Town, Africa	—	60
Christiania, Norway	—	300
Colon, Panama	10	95
Copenhagen, Denmark	1,450	3,549
Cristobal, Panama	—	243
Demerara, British Guiana	73	208
Genoa, Italy	—	323
Havana, Cuba	80	246
Havre, France	—	1,000
Hull, England	—	225
Kingston, W. I.	5	219
La Guayra, Venezuela	—	3
Liverpool, England	450	2,200
London, England	1,325	5,225
Macoris, S. D.	—	42
Manchester, England	—	275
Manzanillo, Cuba	—	81
Marseilles, France	—	135
Matanzas, W. I.	—	5
Montevideo, Uruguay	—	1,650
Nassau, Bahamas	—	110
Para, Brazil	—	4
Port au Prince, W. I.	—	2
Port Limon, C. R.	—	16
Rio de Janeiro, Brazil	—	50
Rotterdam, Holland	—	6,305
San Domingo, S. D.	16	98
San Juan, P. R.	25	28
Santiago, Cuba	—	220
Santos, Brazil	—	158
Trinidad, Island of	5	12
Total	3,672	25,816
From New Orleans—		
Bocas del Toro, Panama	100	100
Frontera, Mexico	—	169
Havana, Cuba	150	650
Progreso, Mexico	—	190
Vera Cruz, Mexico	—	455
Total	250	1,564
From Savannah—		
Glasgow, Scotland	264	264
Manchester, England	696	696
Total	960	960
From Baltimore—		
Glasgow, Scotland	—	155
Rotterdam, Holland	—	281
Total	—	436
From Norfolk—		
Liverpool, England	—	200
London, England	—	50
Total	—	250
From all other ports—		
Canada	112	221
Mexico (including overland)	—	1
Total	112	222

	Week ending Oct. 15, '14.	Since Sept. 1, '14.	Same period 1913.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	3,672	25,816	9,007
From New Orleans	250	1,564	1,410
From Savannah	960	960	—
From Baltimore	—	436	400
From Newport News	—	—	136
From Norfolk	—	250	50
From San Francisco	—	—	6
From all other ports	112	222	1,469
Total	4,994	29,248	12,478

PRACTICAL INFORMATION.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

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and the Children happy by getting
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SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., October 15.—Crude cottonseed oil October and early November, 30c.; November, 30½c.; December, 31c. bid. Crude market demoralized the past week in this territory, with large refining interests heavy sellers. Independent mills are not selling freely.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., October 15.—Crude cottonseed oil, 30c.; rather free selling. Meal extremely dull at \$20.50, f. o. b. mills. Hulls, \$5.25, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., October 15.—Cottonseed oil market weak; prime crude, 31½c. Prime 8 per cent. meal dull at \$23.75@24. Cottonseed hulls firm at \$4.50@4.75, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., October 15.—Crude cottonseed oil steadily declining at \$28.50 bid, \$29 asked for Texas October delivery. Tendency lower. Prime meal, 8 per cent., dull at \$23.50; 7½ per cent. meal, \$23, short ton, New Orleans. Hulls, \$5.65 loose, \$8.25 sacked, here.

ADVISES USE OF COTTONSEED MEAL.

A notice to farmers has been sent out by the federal Department of Agriculture advising them to take advantage of the low price for cottonseed and to use cottonseed meal for fattening beef cattle. The notice to farmers stated that cottonseed meal is approximately \$15 per ton cheaper than linseed meal, and that its feeding value is a trifle higher than the latter. The notice says:

"Two causes combine to lower the price of cottonseed by-products. In the first place the cotton crop in the South this year is good, and the foreign markets have been

seriously interfered with by the European war. It is estimated that this year 15,000,000 bales of cotton will be produced in the United States. This should yield 6,680,000 tons of seed. All of this, of course, will not be crushed, but if last year's proportions hold good again about 2,000,000 tons of cottonseed meal will be available. Last year approximately 400,000 tons were sent abroad.

"Under present conditions it is not probable that anything like this quantity will be exported this year, and as the cotton crop is larger than before, it is safe to assume that the quantity of cottonseed meal on the home market will be 500,000 tons more than last year.

"This situation has already resulted in a substantial drop in the price of cottonseed by-products. Cottonseed meal can now be bought in the South at prices ranging from \$22 to \$24 per ton, instead of \$27 to \$31 demanded last year. An even greater decrease has taken place in the price of cottonseed hulls, which are now selling at from \$4.50 to \$5.50 a ton, instead of \$7 to \$9 a ton."

FOREIGN COMMERCIAL EXCHANGE.

New York, October 16.—Foreign commercial exchange rates are demoralized by the war situation, but are improving slightly, as the following shows:

London—	
Bankers' 60 days	4.93½
Cable transfers	4.98½
Demand sterling	4.97½@4.97½
Commercial, 60 days on bankers	No quotations.
Paris—	
Commercial, 90 days	No quotations.
Commercial, 60 days	No quotations.
Commercial, sight	No quotations.
Bankers' checks	5.05
Bankers' cables	5.04½
Berlin—	
Commercial, sight	No quotations.
Bankers' sight	92¾@92½
Cable transfers	92½
Antwerp—	
Commercial, 60 days	No quotations.
Bankers' sight	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	42
Bankers' sight	42@42¼

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crusher' Association.

Decided Pressure Continues—Crude Oil at Thirty Cents — Financial Conditions Against the Market—Support Feeble—Users Wait for Lower Prices.

Every delivery in cottonseed oil traded in on the New York Produce Exchange declined materially under the six-cent level during the past week. Quotations were the lowest in a long time. The nearest approach to the prices recorded during the week was at the beginning of the 1911-'12 season, when the enormous cotton crop led to the supposition that there would be vastly more oil crushed than could be used.

It developed that there was an immense amount of oil available in that season, but the low prices opened new channels for consumption, and before the end of the year some comparatively high prices were paid by consumers. The present year promises to be identical, in many respects, the one exception being the demoralized and chaotic conditions brought about by the war.

This political upheaval in itself is not necessarily against the consumption of cotton oil, but resultant financial disturbances are serious, whereas in 1911-'12 there was little complaint on this score. Some authorities apparently are tiring of the reiterated claims

that monetary conditions have much to do with the decline in cotton oil, yet it is not conceivable how the supply and demand situation in itself could be held responsible. The monetary situation is perhaps the dominant factor in the market.

There is surely not the speculation at this time that would be witnessed were the Exchanges open, and were interests in general reassured as to the future. Money is actually plentiful in some sections, but it is not being pushed into circulation, either for actual investment or for business purposes that might result in large profits ultimately.

There has been some absorption of cotton oil, presumably for strong Western interests. This has been mentioned prior to this date. However, the buying has been more noticeable during the past several days, which is not surprising, as it requires no foresight to understand that with each decline of a cent a gallon in crude oil, the market is so much closer to the lowest basis to be recorded. Absorption of this sort, nevertheless, has not been sufficient to stem the downward trend of quotations, and there was evidence of a reduced speculative short interest, many having covered their contracts some time ago, and merely looked on since the first of the

month, rather than press the bear side at about the current comparatively low prices.

Mills at the South made gradual concessions until the predicted thirty-cent crude oil level became a reality. The understanding that the market would not decline indefinitely led to predictions that refiners would soon accumulate supplies for future requirements and that mills, being in a better sold-up condition, would not yield so readily to the buyers' views. An improvement in the actual cotton situation would help cotton oil, to a degree, as it would tend to place seed holders and Southern financial institutions in a more independent attitude. Of course, with pessimism quite general at many centers, it required courage and unusual circumstances to hold both cotton and seed, especially as "cash" was wanted.

The consuming fraternity has not taken excessive amounts of oil, even at the decline, and some of the largest distributors literally sanctioned holding off by their statements to the effect that spot oil in New York would sell at 43¢. Some of these authorities predicted 5¼¢ oil, and now point to their forecasts having been fulfilled; yet in more than one case they themselves have been astonished by the persistent melting of values.

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Pittsburg
New Orleans
St. Louis

There have been export sales to the north of Europe, and there is fresh business with Holland, while Mediterranean countries and France have been mentioned as taking supplies. Domestic soap-makers are less eager to absorb cotton oil, and there has been a let-up in the compound lard demands, but these hulls are viewed as temporary, and the consumptive outlook is still regarded as extremely good, with an impressive number in the trade looking for higher values later in the season. It is said that should the cotton acreage be reduced substantially there might be more cotton oil carried over at relatively higher prices than ever before in the history of the trade. Obviously, a marked curtailment in the cotton area and an absence of an oil carry-over might mean unusually steep seed and oil values.

Closing prices, Saturday, October 10, 1914.—Spot, \$5.30@5.40; October, \$5.30@5.40; November, \$5.39@5.40; December, \$5.48@5.49; January, \$5.58@5.60; February, \$5.67@5.68; March, \$5.79@5.81; April, \$5.92@5.95; May, \$6.02@6.04. Futures closed at unchanged to 5 advance. Sales were: October, 200, \$5.34; November, 1,000, \$5.40@5.38; December, 400, \$5.49@5.46; January, 2,000, \$5.59@5.57; February, 500, \$5.69@5.67; March, 400, \$5.80@5.79; May, 800, \$6.06@6.02. Total sales, 8,900 bbls. Good off, \$5.20@5.50; off, \$5.22@5.50; reddish off, \$5.10@5.40; winter, \$5.50@6.25; summer, \$5.50@6.25; prime crude, S. E., \$4.20@4.27; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, October 12, 1914.—Holiday.

Closing prices, Tuesday, October 13, 1914.—Spot, \$5.25@5.40; October, \$5.20@5.30; November, \$5.25@5.28; December, \$5.35@5.37; January, \$5.47@5.39; February, \$5.55@5.60; March, \$5.69@5.70; April, \$5.84@5.85; May, \$5.93@5.95. Futures closed at 8 to 14 decline. Sales were: Spot, 100, \$5.30; November, 800, \$5.36@5.29; December, 800, \$5.40@5.36; January, 2,900, \$5.55@5.50; March, 2,900, \$5.70; April, 400, \$5.87@5.85; May, 1,500, \$6@5.95. Total sales, 9,400 bbls. Good off, \$5.15@5.30; off, \$5.15@5.30; reddish off, \$5@5.25; winter, \$5.25; summer, \$5.25; prime crude, S. E., \$4.13 sales; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, October 14, 1914.—Spot, \$5.20@5.40; October, \$5.20@5.40; November, \$5.28@5.29; December, \$5.35@5.37; January, \$5.43@5.44; February, \$5.52@5.53; March, \$5.66@5.67; April, \$5.80@5.81; May, \$5.93@5.94. Futures closed at 3 advance to 4 decline. Sales were: November, 600, \$5.28@5.27; December, 2,600, \$5.36@5.32; January, 3,100, \$5.48@5.43; February, 200, \$5.55@5.52; March, 4,400, \$5.68@5.63; April, 1,100, \$5.81@5.79; May, 5,400, \$5.96@5.91. Total sales, 17,400 bbls. Good off, \$5.15@5.40; off, \$5.15@5.40; reddish off, \$5@5.40; winter, \$5.25@6.25; summer, \$5.25@6.25; prime crude, S. E., \$4 sales; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, October 15, 1914.—Spot, \$5.15@5.40; October, \$5.15@5.40; November, \$5.18@5.22; December, \$5.30@5.31; January, \$5.40@5.41; February, \$5.50@5.54; March, \$5.65@5.66; April, \$5.78@5.81; May, \$5.88@5.90. Futures closed at 1 to 10 decline. Sales were: November, 600, \$5.20@5.15; December, 2,200, \$5.30@5.25; January, 2,300, \$5.41@5.36; February, 800, \$5.50@5.47; March, 6,300, \$5.65@5.60; April, 500, \$5.78@5.76; May, 2,400, \$5.88@5.86. Total sales, 15,100 bbls. Good off, \$5.15; off, \$5.15@5.40; reddish off, \$5@5.40; winter, \$5.30@6.25; summer, \$5.30@6.25; prime crude, S. E., \$4 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

COTTONSEED PRODUCTS IN NORTHERN EUROPE

Possibilities of Increasing Our Trade in Those Countries

By Erwin W. Thompson, Commercial Agent U. S. Bureau of Foreign and Domestic Commerce

[EDITOR'S NOTE.—This is the sixteenth installment of a report by Commercial Agent Erwin W. Thompson to the Bureau of Foreign & Domestic Commerce on the trade conditions affecting cottonseed products and their competitors in Northern Europe. Mr. Thompson, who is a recognized trade authority, both technically and commercially, has just returned from a year's study of European trade conditions. His report will be of almost as much interest to meat producers and the meat trade as to the cottonseed products industry.]

SWEDEN.

The total area of Sweden is about 160,000 square miles and the population 5,600,000, but the agricultural population (about half of the total) covers only 15,000 square miles. There are 2,700,000 cattle, which are mostly within this area.

The principal industries of the country are mining and forestry. The total value of exports for 1912 was \$203,800,000, of which ores were valued at \$57,600,000 and lumber, wood pulp, and other forest products at \$48,300,000. Exports of meat products were valued at \$29,400,000, and butter at \$11,000,000.

Prof. Hansson's Experiments.

Within the past five years the Agricultural Department of the country has been giving great attention to cattle breeding and feed-

yielding 6,000 pounds of 4 per cent. milk per cow per year. These cattle weigh about 1,200 pounds.

Naturally more feed is required for the larger and richer yield, but Prof. Hansson has demonstrated to the feeders by actual trial that more profit may be made per pound of feed on rich than on poor milk and more on large total yields than on small.

While accepting in general the Kellner theories of feed valuation, which were mainly formulated on feeding cattle for beef, Prof. Hansson has clearly demonstrated by his extensive field work that the Kellner valuation for nitrogen is too low when applied to milk production; that instead of albuminous protein being 94 per cent. of the starch equivalent, it is for milk production 1.43 per cent. This change has the effect of raising the theoretical feed value of all the rich oil cakes and meals, as compared with palm-kernel cake, copra cake and potatoes, and other feeds whose value resides in their carbohydrates. The following table exhibits valuations by feed units of several commercial feeds according to the two different theories:

Cotton-seed cake.	Peanut cake.	Sunflower cake.	Palm kernel cake.	Copra cake.	Dried potato.
45.1	44.5	34.7	17.2	20.4	7.4
7.9	9.2	9.7	6.3	10.4	4
24.3	23.8	22.5	39.0	38.9	74.0
8.5	5.2	20.4	22.9	13.3	2.3
87.2	94.3	79.7	72.4	87.5	72.6
69.1	75.7	66.0	66.2	80.0	71.8
Taking cottonseed cake as 100:					
Swedish milk units	100.0	108.1	91.4	83.0	83.2
German feed units	100.0	109.5	95.5	95.8	103.9

ing. This experimental department is under the direction of Prof. Nils Hansson, a student of the celebrated German Kellner. Prof. Hansson has been making some extensive experimental studies in dairy cattle breeding and feeding.

Working on the principle that butter is cheaper to produce in rich milk than in poor, he has been steadily endeavoring to breed the northern races of cattle away from their natural low-grade milk up to higher percentages of fat. Imported Jersey and similar cattle yielding rich milk do not thrive in these latitudes. The native hardy races yield 2½ to 3¼ per cent. fat. Taking advantage of this variation a careful selection is made from the native cattle as to richness of milk and bred up, in some cases to 6 per cent., but generally in the present state of development to 3½ to 4 per cent. At the same time, careful attention is paid to keeping up and even increasing the total yield, so there are now several bred-up native herds,

By the Swedish system copra cake (of the analysis shown) is rated at 83.2 per cent. of cottonseed cake, whereas by the German method it is rated at 115.8 per cent. Thus cottonseed cake ranks relatively higher by the Swedish system.

Commercial conditions tend to support the Swedish theory that digestible albuminoids have a greater feeding value (instead of slightly less by the German theory) than digestible starch, for the computed market price has been higher for many years by 25 to 45 per cent. If there were no rational practical basis for the greater market cost of the albuminoids, it would seem that it would equalize itself.

The following table shows the prices of oil cakes in carload lots at Malmo in December, 1913:

Cakes.	Approximate protein and fat.	Swedish milk units.	Price per short ton.	Cents per Swedish milk unit.
Cottonseed:	Per cent.			
Texas	53	87	\$37.05	42.6
Russian	51	85	35.80	42.1

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TO
BUY OR SELL**COTTON SEED OIL**
SPOT AND FUTURE DELIVERYON THE NEW YORK
PRODUCE
EXCHANGE FOR

We issue the only Daily Printed Market Letter on Cotton Seed Oil in this country. Sent free of charge to our regular customers.

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THE PORTSMOUTH COTTON OIL REFG. CORP. OF PORTSMOUTH, VA. — AND — THE GULF & VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA.

Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

Peanut	54	94	35.25	37.5
Soya	49	86	34.55	40.2
Linseed	39	77	33.40	43.3
Palm-kernel	24	72	33.05	45.9
Sunflower	44	80	31.25	39.1
Rapeseed	42	70	28.70	41.0

Feeding in the Skane District.

Agriculturally, Sweden may be divided into the west coast, or Goteborg, district, the Stockholm district, and Skane, which is the southern and most fertile part.

Skane is geologically quite the same as Denmark, which is just a few miles across the sound, and the cattle industry is conducted in quite the same manner and with equally good results. More than 100,000 cattle are managed in systematic dairies in this part of the country. Cottonseed cake is the favorite concentrate, the annual consumption per head in some of the best dairies being 500 pounds, compared with 15 pounds for the whole of Sweden. Here the oil cakes are cracked into half-inch pieces and mixed in various proportions with other oil cakes and wheat bran for the concentrate, and fed with forage beets or wet beet chips and hay and straw. Some of the feed rations are as follows:

Rations.	Pounds.
No. 1:	
Cottonseed cake	2.8
Sunflower cake	2.8
Wheat bran	2.8
Forage beets	88.0
Hay	5.8
Straw	8.8
Total weight	114.0
Total dry matter	36.0
No. 2:	
Cottonseed cake	3.2
Peanut cake	3.2
Barley	0.5
Oats	2.5
Wheat bran	2.2
Forage beets	44.0
Beet-chip silage	44.0
Hay	5.8
Straw	8.8
Total weight	115.2
Total dry matter	36.0

These rather heavy rations are for cows producing 45 pounds of milk daily.

As there are many sugar factories in this region within short distances of the farms, extracted beet chips are a favorite and profitable cattle feed. When farmers carry sugar beets to the factory they return loaded with the wet chips, which are fed fresh or stored in silos for future use. The total production of beet sugar in Sweden (confined principally to Skane) is about 175,000 tons, corresponding to 500,000 tons of wet chips, say, 10,000 daily cattle rations.

Competition of Other Feedstuffs.

Peanut cake is the favorite in other parts

of Sweden. In the vicinity of Goteborg they feed practically no oil cake except the best white Rufisque peanut from Bordeaux and Dunkirk, France, and relatively small amounts from Marseille. The principal objection voiced here against cottonseed cake is that it has a constipating effect, which is not noticeable in the more southerly districts where the preponderance of beets and wet beet chips in the feed counteract any such tendency. This objection is hardly based on scientific observation, but must nevertheless have its weight. French peanut cake generally contains 10 per cent. of fat, against 7 to 8 in American cottonseed cake.

Fat is universally conceded to have more than twice the feeding value of protein, though it is commercially rated the same. A difference of 2 per cent. in the fat content between two cakes containing the same amount of combined protein and fat would turn the scale. This difference will no doubt disappear very soon, as the French millers are working to extract more and more of the oil.

A powerful factor in favor of French cakes is the question of transportation. There are regular lines and frequent sailings from French ports, whereas for small shipments the only direct chance from the United States is the Mexican-Swedish lines calling at American Gulf ports only once a month. As Goteborg is headquarters for the most important co-operative feed-buying concern in Sweden, there is great danger of the further spread of French influence in the cake market.

Around Stockholm the preference is for Russian sunflower cake. Here, again, the question of transportation is a predominant factor. Russian Baltic ports are the most accessible, and will probably always come first as markets for grain and all feedstuffs.

Oil cakes in the country at large are esteemed—peanut first, sunflower second and

cottonseed (mostly American) third, as shown by the following table of imports for 1912:

Cakes.	Metric tons.	Value.
Peanut	85,061	\$3,120,000
Sunflower	42,273	1,530,000
Cottonseed	17,804	640,000
Rapeseed	15,636	460,000
Soya	9,979	362,000
Linseed	2,193	93,800
Hempseed	1,077	31,800
Sundry	832	26,800
Total	174,840	\$6,204,400

The most promising course to pursue for promoting American cake is the cultivation of the market in Malmo, the chief city and seaport of the Skane country, where cottonseed cake is already well known and much used, and where the dairy results have proven so much superior to those in other parts of the country. Sweden exports about 20,000 tons of butter a year and much the greater part of it is made in Skane.

Malmo, a good harbor itself, is only 16 miles from Copenhagen, with its immense warehouses and its constant communication by tramp steamer and otherwise with Gulf ports, and so there is every reason why this city should be a base for cottonseed cake supply and a center of a propaganda that might widely extend the preference for cottonseed cake into the peanut-cake country. There is here a prosperous co-operative feed-buying concern, as well as several private importers and commission houses.

NORWAY.

Fisheries and forest products are the principal concern in Norway. The total exports of domestic products in 1912 were valued at \$87,000,000, fish and fish products contributing \$27,800,000, and lumber, wood pulp and paper, and other forest products \$23,000,000.

Agriculture and cattle raising, though apparently now beginning to attract more attention, have not yet become of great importance. There are about a million cattle.

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but they are widely scattered and are not generally exploited in such a systematic manner as to bring important financial results. Only 40,000 milch cows out of a total of 700,000 are being fed and milked in regularly organized dairies.

There is some interest now being taken in fattening beef cattle, on account of high prices prevailing and on account of the present necessity for importing beef. In 1912 live cattle were imported to the value of \$673,645, and meat to the value of \$547,712. This importation could be stopped by more systematic feeding, and by the use of oil meal in conjunction with the good crops of forage beets that may be grown in a large part of the country. The consumption of oil meal and cake is now only 65 pounds per year per head of cattle, against 155 pounds for Germany and 428.8 for Denmark.

It would appear from this comparison that Norway would be an important country for cultivating a trade in oil meal, but the work would be difficult, owing to the lack of organization and unity of purpose in agricultural matters, and owing to the expanse of country and lack of adequate transportation facilities in the interior. The area of Norway is 124,129 square miles, so that there are only 8 cattle per square mile, as compared with 96 for Germany and 173 for Denmark. The population in 1912 was 2,393,000.

The most available point of attack for foreign trade is Christiania, where there is a co-operative organization for the purchase of feedstuffs, and where there are several importers and wholesale commission merchants, and also steamship connection with the United States. The only practical way to ship cottonseed meal is by tramp steamer cargoes or by the recently established lines from the Gulf, which, however, have only one sailing per month. There is constant and regular service with German and English ports, and as a consequence these two countries control about half of the import and export business of Norway.

Norway prefers oil meal to cake, and even when cake is imported it is generally ground fine before feeding.

Official statistics do not distinguish between different kinds of oil meals, but the following figures show the imports of all kinds of oil meals and cakes for 1912: From the United States, 10,428 metric tons; from the Netherlands, 4,147 tons; from Germany, 4,632 tons; from England, 2,773 tons; from Mexico, 2,727 tons; from South America, 1,802 tons; from Central America, 1,900 tons; from other countries, 1,256 tons; total, 29,665 tons.

Cottonseed meal comprises 65 per cent. of all the oil meals used, and is imported principally from the United States. Some of that imported from Germany is trans-shipment from the United States, some is German-made Egyptian cake, and some is a mixture of Egyptian and American, which is so finely ground, well mixed and free from lint that in many cases it is sold for American decorticated meal and at the same price. This illustrates the value of special care in preparing cottonseed meal for foreign markets where there is competition.

The principal feed for cattle is hay and forage beets. In the few well-organized dairies a concentrate consisting of 4 pounds of oil meal or cake and 2 pounds of wheat

bran is added. If oil meal and cake were fed here as in Denmark, the million Norwegian cattle would need over 200,000 tons per year, half of which would be a distinct possibility for American cottonseed meal.

THE STORY OF A COTTON SEED.

By Dr. A. M. Soule, President Georgia College of Agriculture.

He was a fuzzy-looking little specimen covered with soft white down. A ruthless man without any regard for his glorious raiment had thrown him into the hopper of the gin, where the cruel saws had stripped him of his fine clothing and cast him out naked into a heartless world. No doubt the man was actuated by the best of motives, realizing that there were thousands of little boys and girls in the world who needed clothing to cover up their little bodies and protect them from the cold blasts of winter which swept down across the country from the chilly north pole.

But the little cotton seed was not dismayed by the indignity to which he had been subjected, for though he had been robbed of his fine coat he was sound in all other respects, and there was hidden away under his tight-fitting heavy black jacket a heart of

gold filled with iridescent drops of oil to keep him warm and build anew the fires of life when the season of the year came when all cotton seeds awake from their long sleep and start out to resubjugate the earth and repay man a thousandfold for his trouble in housing them during the long winter.

The seed in question would not have attracted your attention particularly, because of its general insignificance. It was a helpless-looking little thing, yet if you had examined it carefully you would have been impressed by its plumpness and firmness, and if the eye could have pierced through the outer coat you would have seen that it was healthy in the highest degree and supplied with a superabundance of vigor.

This little seed was a vagrant insofar as any one knew. It might have had a wonderful history could any one have traced it, but it was a waif and without known parentage. Whether its father and mother were king and queen of their particular domain no one knew.

Just what kind of a mother it had was uncertain, save that it must have grown up in the heart of a beautiful cotton bloom, which after awhile was transformed into a big boll, and as the warm sunshine and rain fell on the earth it grew in the heart of this boll, until presently with its fellows it expanded and exposed its fleecy staple to the four winds of heaven. After awhile some one came along and picked it out of its resting place in the boll, and presently it was transferred from the picker's sack to the gin, where we found it and started to unravel its history.

Thus, our knowledge of this little seed is very limited, and we can only suspect the latent powers which lay wrapped up in its golden heart. To endow it with the characteristics of childhood, we can only say that it gave great promise of future development.

Somehow or other this little seed attracted the attention of the farmer. Just why he could not tell, but he took a fancy to it like men and maidens have done through all the ages from the Garden of Eden down to the present day, and so he determined to plant it with special care in the edge of his great cotton field and watch its progress through the summer, for he was a kindly man as well as a good one, and he thought that by studying the plants out in the open he was communing most effectively with his Creator and learning how to interpret the great universal laws God has laid down through which man may increase the productiveness of the earth and the plants and animals given to him for his material advancement and moral uplift as well.

The little seed found a kindly habitation in the soil. The earth was well supplied with humus. The farmer had fertilized the land well with some of the golden dust taken from other cotton seeds, and he had put with it some phosphorus and potash. The rain fell on the rich warm soil and the sun smiled on it and the little seed expanded in the warm bosom of the earth and threw up a green shoot towards the sun and white roots deep down into the soil. It luxuriated in the plant food taken from the bosom of its fellow seeds and waxed great and strong. Its roots penetrated the soil in every direction, though the

(Concluded on page 42.)

Cottonseed Products Associations.

INTER STATE COTTON SEED CRUSHERS' ASSOCIATION.

President, C. L. Ives, New Bern, N. C.
Vice-President, J. J. Culbertson, Paris, Tex.
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THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, October 16.—Market steady. Western steam, \$10.65; Middle West, \$10.25@10.35; city steam, 10½c. nom.; refined Continent, \$11.15; South American, \$11.50; Brazil, kegs, \$12.50; compound, 8½@8¾c. nom.

Marseilles Oils.

Marseilles, October 16.—Copra fabrique, 97 fr.; copra edible, 103 fr.; peanut fabrique, 74 fr.; edible, —.

Liverpool Produce Market.

Liverpool, October 16.—(By Cable.)—Beef, extra India mess, —; pork, prime mess, —; shoulders, square, 71s.; New York, 69s. 3d.; picnic, 59s. 3d.; hams, long, 75s.; American cut, 69s. 6d. Bacon, Cumberland cut, 77s.; long clear, 78s. 9d.; short backs, 71s.; bellies, clear, 78s. 9d. Lard, spot prime, 50s. 9d.; American refined contract, 53s. 10½d. 28-lb. boxes, 53s. 4½d. Lard (Hamburg), nominal. Tallow, prime city, 28s. 9d.; choice, 32s. Cheese, Canadian finest white, new, 72s. Tallow, Australian (at London), 28s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market was steady. Lard showed firmness on buying thought to be for packers.

Stearine.

The market remains quiet and steady with oleo quoted at 9c.

Tallow.

The market was again quiet but about steady. City is quoted at 6¼c. and specials at 6½c.

Cottonseed Oil.

Values were under pressure and prices again declined selling at new low levels. Crude oil was dull and heavy.

Market closed unchanged to 8 points lower. Sales, 13,500 bbls. Spot oil, \$5.15@5.35. Crude, Southeast, \$3.93@4. Closing quotations on futures: October, \$5.15@5.30; November, \$5.16@5.18; December, \$5.22@5.24; January, \$5.33@5.34; February, \$5.43@5.46; March, \$5.61@5.62; April, \$5.74@5.76; May, \$5.85@5.86; good off oil, \$5.15@5.30; off oil, \$5.15@5.30; red off oil, \$5@5.30; winter oil, \$5.25@6.25; summer white oil, \$5.25@6.25.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, October 16.—Hog market steady. Bulk of prices, \$7.30@7.80; mixed, \$7.15@8.15; heavy, \$7@8.05; rough, heavy, \$7@7.15; Yorkers, \$7.80@7.95; pigs, \$4.50@7.50; cattle steady; beefs, \$6.50@10.90; cows and heifers, \$3.40@9; Texas steers, \$6.10@7.20; stockers and feeders, \$5.15@8.10; Western, \$6.10@9.10. Sheep market slow; native, \$4.75@5.85; Western, \$5.10@6; yearlings, \$5.50@6.40; lambs, \$6@7.85; Western, \$6.15@7.75.

Sioux City, October 16.—Hogs steady, at \$7@7.40.

Buffalo, October 16.—Hogs slow; on sale, 8,000, at \$8.25@8.30.

Kansas City, October 16.—Hogs steady, at \$7@7.55.

South Omaha, October 16.—Hogs steady, at \$7@7.50.

St. Joseph, October 16.—Hogs steady, at \$6.95@7.45.

Louisville, October 16.—Hogs steady, at \$7.50@8.

Indianapolis, October 16.—Hogs steady, at \$8@8.20.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 10, 1914, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
S. & S. Co.	6,105	5,200	9,185
Armour & Co.	5,775	16,900	25,546
Swift & Co.	5,162	9,300	35,453
Morris & Co.	4,442	5,600	12,732
G. H. Hammond Co.	2,318	6,000	...
Libby, McNeill & Libby...	1,515	...	...
Total (complete)	31,067	80,871	84,851

Western Packing & Provision Co., 7,400 hogs; Anglo-American Provision Co., 4,700 hogs; Independent Packing Co., 4,500 hogs; Boyd, Lunham & Co., 4,600 hogs; Roberts & Oake, 4,100 hogs; Brennan Packing Co., 4,000 hogs; Miller & Hart, 3,400 hogs; others, 7,100 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	7,330	11,608	9,185
Fowler Packing Co.	509	...	5,642
S. & S. Co.	5,175	3,948	9,342
Swift & Co.	8,838	7,539	14,386
Cudahy Packing Co.	7,163	7,197	9,435
Morris & Co.	6,053	5,811	6,543
Blount	666	1,850	2,018
Independent Packing Co.	479	...	280
M. Rice	167	1,711	...
Schwartz, Bolin & Co.	119	6,045	...
E. Storm	30	...	...
Butchers	195	700	50

B. Balling, 75 cattle; Calahan, 31 cattle; Campbell Bros. & Co., 104 hogs; Doid Packing Co., 3 cattle; Hell Packing Co., 1,322 hogs; Kingan & Co., 1,926 hogs; S. Kraus, 472 cattle; L. Levy, 95 cattle; I. Meyer, 732 cattle; John Morrill & Co., 528 cattle; St. Louis Dressed Beef Co., 132 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,958	3,342	6,521
Swift & Co.	3,066	5,031	17,140
Cudahy Packing Co.	5,278	7,166	15,697
Armour & Co.	2,643	7,320	14,798
Swartz & Co.	...	1,270	...
J. W. Murphy	...	2,226	...
Others	17,590	...	83,686

Lincoln Packing Co., 53 cattle; T. M. Sinclair & Co., 49 cattle; John Morrill & Co., 4 cattle; South Omaha Packing Co., 9 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	4,273	4,172	1,093
Swift & Co.	6,821	6,196	3,249
Armour & Co.	6,850	6,078	4,762
St. Louis Dressed Beef Co.	474	...	...
Independent Packing Co.	204	2,261	...
J. H. Belz Provision Co.	...	1,214	...
Hell Packing Co.	2	348	...
Krey Packing Co.	18	1,879	...
Carondelet Packing Co.	79	358	23
Sartorius Provision Co.	...	604	...
Luer Bros. Packing Co.	...	71	...
Others	1,582	18,605	2,049

St. Joseph.			
	Cattle.	Hogs.	Sheep.
Swift & Co.	3,350	11,661	13,965
G. H. Hammond Co.	1,300	6,469	3,430
Morris & Co.	1,640	5,602	3,228
Others	...	1,583	...

Sioux City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	1,080	7,611	...
Cudahy Packing Co.	1,262	7,556	...
St. Louis Ind. Packing Co.	...	208	...

Roth Packing Co., 189 hogs; J. S. Talbot, 116 cattle; Sacks Dressed Beef Co., 75 cattle; Statter & Co., 80 cattle; The John Layton Co., 384 hogs; E. Hurni Packing Co., 139 cattle; T. M. Sinclair & Co., Inc., 35 cattle; J. L. Brennan & Co., 45 cattle; others, 11,122 cattle.

*Incomplete.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO OCTOBER 12, 1914.

	Beesves.	Calves.	lams.	Hogs.
New York	1,479	2,603	2,732	6,297
Jersey City	3,932	1,967	16,601	24,054
Central Union	3,422	406	11,810	...
Lehigh Valley	2,000	200	850	200
Scattering	...	100	...	4,750
Totals	10,833	5,336	31,993	35,301
Totals last week	9,571	6,206	40,311	31,843

RECEIPTS AT CENTRES

SATURDAY, OCTOBER 10, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	500	5,000	500
Kansas City	1,000	200	...
Omaha	300	3,200	...
St. Louis	500	3,200	200
St. Joseph	100	1,100	3,000
Sioux City	200	2,500	200
St. Paul	1,000	1,100	1,300
Oklahoma City	50	800	100
Fort Worth	1,200	1,401	50
Milwaukee	80	100	...
Denver	400	800	...
Toledo	400	800	50
Louisville	400	800	...
Cudahy	400	787	...
Wichita	100	4,500	...
Indianapolis	200	1,000	1,000
Cincinnati	250	3,400	6,400
Buffalo	60	1,500	1,000
Cleveland	722	1,422	1,161
New York	...	...	...

MONDAY, OCTOBER 12, 1914.

Chicago	22,000	24,000	45,000
Kansas City	34,000	9,700	18,000
Omaha	13,000	3,000	34,000
St. Louis	5,300	14,600	4,600
St. Joseph	2,000	3,500	3,000
Sioux City	4,500	2,000	3,300
St. Paul	6,500	5,600	3,200
Oklahoma City	800	1,500	...
Fort Worth	5,700	2,500	200
Milwaukee	10	600	50
Denver	7,800	100	2,700
Toledo	1,300	1,000	...
Louisville	700	4,600	173
Indianapolis	3,100	8,600	8,800
Pittsburgh	3,400	3,500	900
Cincinnati	6,500	19,200	14,000
Buffalo	600	3,500	6,000
Cleveland	3,693	8,478	15,516
New York	...	...	...

TUESDAY, OCTOBER 13, 1914.

Chicago	5,000	18,000	4,000
Kansas City	21,000	22,000	16,000
Omaha	8,200	5,000	20,000
St. Louis	7,400	15,000	9,000
St. Joseph	3,600	9,000	3,000
Sioux City	1,400	2,000	4,200
St. Paul	2,700	5,400	400
Oklahoma City	1,200	2,700	...
Fort Worth	4,000	2,500	400
Milwaukee	400	1,982	400
Denver	3,800	2,100	2,900
Toledo	...	1,500	...
Louisville	100	500	362
Cudahy	...	4,000	...
Wichita	...	2,548	...
Indianapolis	1,500	10,000	...
Pittsburgh	...	1,500	1,000
Cincinnati	200	8,254	600
Buffalo	1,100	2,500	1,400
Boston	2,540	17,864	15,023
Cleveland	100	1,000	1,000
New York	743	5,357	3,937

WEDNESDAY, OCTOBER 14, 1914.

Chicago	14,000	20,000	42,000
Kansas City	10,000	12,000	8,500
Omaha	5,500	2,800	2,500
St. Louis	9,500	12,200	2,400
St. Joseph	2,800	6,000	2,000
Sioux City	1,600	2,000	3,000
St. Paul	2,700	3,600	4,600
Oklahoma City	700	1,200	...
Fort Worth	4,800	5,500	300
Milwaukee	25	11,312	100
Denver	3,100	100	...
Toledo	...	1,000	...
Louisville	250	2,000	50
Detroit	...	3,000	...
Wichita	...	1,218	...
Indianapolis	850	10,000	...
Pittsburgh	...	2,500	1,000
Cincinnati	500	2,646	200
Buffalo	900	3,000	2,200
Cleveland	160	2,000	3,000
New York	4,121	4,434	4,280

THURSDAY, OCTOBER 15, 1914.

Chicago	4,500	18,000	40,000
Kansas City	4,500	7,000	12,000
Omaha	2,900	4,200	25,000
St. Louis	5,500	8,500	2,500
St. Joseph	2,000	6,200	1,500
Sioux City	700	2,500	200
St. Paul	...	2,700	...
Oklahoma City	1,600	1,700	...
Fort Worth	3,500	3,000	...
Milwaukee	...	1,602	...
Louisville	...	4,000	...
Detroit	...	1,982	...
Wichita	...	6,000	...
Indianapolis	900	2,286	600
Cincinnati	1,000	2,300	3,000
Buffalo	...	1,000	...
Cleveland	1,664	2,220	4,040
New York	...	...	...

FRIDAY, OCTOBER 16, 1914.

Chicago	1,500	12,000	12,000
Kansas City	1,500	3,000	4,000
Omaha	800	3,000	2,700
St. Louis	2,500	6,000	2,300
St. Joseph	900	3,500	2,500
Sioux City	300	2,000	700
Fort Worth	2,700	1,200	800
South St. Paul	2,000	2,600	800
Oklahoma City	600	1,000	...

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Oct. 14.

Receipts on Monday totaled 22,562 cattle, including about 4,000 Westerns, showing a decrease in the range supply and a seasonable increase in natives, the run including but few real choice cattle and a liberal percentage of the short-fed and medium to pretty good kinds. The trade ruled steady on a few specialties, such as choice handy weights and yearlings, while on everything else it was a hard-to-start market and after hours of peddling developed into a 15c. lower trade, with many cattle showing 25c. decline from last week's prices. Tuesday's run of 8,949 cattle included about 3,500 Westerns, the balance of the receipts consisting largely of butcher-stuff, stockers and feeders, and a raft of grass-fat and short-fed stuff from Minnesota and Wisconsin, and the trade was very slow and sticky at Monday's decline. Wednesday's run of 13,500 cattle included about 3,000 Westerns, and the supply for the first three days of the week totaled 45,000 head as compared with 40,000 for the same period a week ago, the increase being native cattle. The trade, because of the moderate mid-week supply, while slow to start, nevertheless ruled steady to strong at the recent severe decline. Under ordinary conditions after such a severe slump in prices we would look for curtailed receipts and some recovery in the market, and such may be the case; also, it is very likely that receipts of Western cattle will gradually diminish, which may be coupled with a lessened supply of natives during the next week or two. The buying contingent have acted and talked very bearish regarding the outcome of the trade on the choice to prime cattle selling say from \$10.25@11, and very few sales have been registered this week above 10c. lb., extreme top on Monday being \$10.85, and only two loads at the price. But the fact of the matter is that receipts this week have consisted largely of grass-fat, short-fed and medium to pretty fair steers, and have included so few prime to choice cattle as to lead to the conclusion that they are and will be a very scarce article.

A fairly liberal percentage of she-stuff showed up in the receipts the first of the week, but Wednesday's moderate mid-week supply of 13,000 cattle contained only a fair sprinkling of she-stuff, and the trade ruled a little more active with some kinds showing a little improvement in price. We will have a good butcher-stuff market until a spell of bad weather sets in.

Hog receipts on Wednesday were estimated around 21,000. There were a few shipping orders in the trade and the market opened 5 @10c. higher, especially so on the shipping grades, such as suffered the decline of 10@15c. on our market Tuesday. Some of the lower grade mixed hogs on the medium weight order that sold in a range of \$7.50@7.80 also showed a little advance over Tuesday's prices, but when it came to the plain heavyweight mixed and heavy packing kinds it was hard to work up any enthusiasm, as the big fellows are quite bearish in their views and inclined to pass up these heavyweight packing grades when they can buy the lighter mixed grades, and it looks as though the general market would continue to work some lower during the near future, as it is logical to look for a little increase in our receipts at all markets during the next few weeks ahead. We look to see our Eastern outlet curtailed considerably, as there seems to be a fairly good supply of hogs east of us. These conditions will bring about a narrowing in the range of values and the top priced hogs will have to sell down closer to the mixed packing grades, and we believe it is advisable to market anything that is fat and ready to ship. The choice light and light butcher grades sold on Wednesday largely in a range of \$8@8.15;

(Concluded on page 37.)

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 14.

The receipts of cattle for the week amounted to 40,250, which included 14,250 on the Southern side of the market. Beef steers for the week are generally 10@15c. lower, with the exception of several loads of strictly prime cattle. The top for the week was the same as last, \$10.85. The bulk of good to prime steers sold from \$10@10.85, with the medium to good kinds at \$8@9. Heifers remain steady. Best straight carloads sold up to \$8.75, while odd head brought as high as \$10.25. The bulk sold generally from \$7@8.75. Steers and heifers sold up to \$9, in carloads, and \$10.25 for odd lots. Cows are 10@15c. higher; 8c. was the top, with the bulk at \$5.50@7. On the quarantine side of the market there has been a fair run of Oklahoma steers. These are mostly 15@25c. lower on the good kinds and steady on the medium to common kinds; 7c. was the top on this kind, with the bulk at \$3.50@7.

Hog receipts were 59,825 this week. The market today is closing considerably lower than the first of the week. A generally uneven market prevailed, with violent fluctuations in prices; \$8.25 was the top on best hogs at the first of the week. The market advanced until \$8.35 was reached. This is the high price for the week. Yesterday a decline of 35@45c. was made, with best offerings selling readily at \$8. Today the market is an additional 20@25c. lower, with the top at \$7.82½. Clearances are generally good.

There were 9,500 sheep received this week. Lambs are 25c. higher than the close of last week, with best offerings today bringing \$8, the bulk at \$7.75@8. Mutton sheep are 50c. higher than last week's close best offerings today bringing \$5.50, as compared to \$5 of last week. Clearances excellent.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Oct. 13.

A supply of 21,000 cattle today followed 34,000 head yesterday. Close to 50 per cent. of the receipts are stockers and feeders, a larger proportion than last week. Demand for thin cattle is hardly up to the supply, and prices on them are weak to 10c. lower today, while killing grades sell at steady prices. Prime cattle are lacking again this week, even in more marked degree than last, nothing with ability to reach \$10 having been here so far. It is doubtful whether anything could have enough quality and finish to get above \$10.75. Kansas cattle are largely of the clean up variety, and sales range from \$6.95@8.75. The near approach of frost and expiring cattle paper, are bringing cattle in fast. The panhandle and New Mexico are in the midst of the season's shipping, and are turning out their usual number of good yearlings and calves, best yearlings this week at \$7.60@8.25, and best calves at the same figures, good young cattle at \$6.75 to \$7.75. Colorado feeders sold this morning at \$6.90, and killing steers at \$7.15. Quarantine receipts are 68 cars today, some fairly decent steers at \$6.75@7, light steers \$5.25@6.25. A feature today is the arrival of 12 cars of Florida cattle, which were not put on the market, but were given a chance to rest and fill after their journey of around 1,200 miles to market. These cattle resemble Louisiana and Arkansas cattle, and will sell well in the canner classes, canners being one of the best sellers at this time.

Hog receipts total 22,000 head today, largest supply this year, and needless to say packers prosecuted their bear campaign with vigor. There was some order buying demand, which trade took a fair number at \$7.40@7.70. Packers bought their hogs largely at \$7.10@7.50. Unfavorable trade conditions make it imperative that packers accumulate product at a lower cost, but there is also a gambling chance that Southern and European outlets may open up, and permit some big profits to be made on said accumulation. Order buying trade here took 25 per cent. of the hogs yesterday at prices 5@30c. above the highest price paid at other Missouri river markets.

Sheep and lambs are strong to 10c. higher today, receipts 15,000 head. The range run shows signs of falling off, and prices should continue to show strength. Fat lambs sold up to \$7.50, fat ewes at \$4.50@5. A larger proportion of the supply is feeding and breeding grades this week, feeding lambs being secured at \$6.35@6.85, and breeding ewes \$4.25@5.50, some 62-pound breeding yearlings yesterday at \$5.75, well worth the money.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., October 13.

A let-up in cattle receipts last week was accompanied by considerable improvement in the general market, closing prices being around 15@25c. higher for the week. Part of the advance has been lost this week and there seems to be a very week undertone to the trade. Dressed beef men complain of bad beef markets in the East and they act extremely bearish on all but choice grades. Choice yearlings sold up to \$10 today, but fair to good 1,000@1,250-pound corn-fed beefs sold around \$8.50@9.25, or about 50 @75c. lower than two or three weeks ago. Short fed and warmed up steers that come in competition with the Western rangers are mean sellers around \$7.50@8.25. Choice grass beefs sold up to \$8.50 and poor Mexicans down to \$6., but the big bulk of the fair to good range beefs are selling around \$7@7.75 and both packers and feeder buyers are taking them at these figures. Cows and heifers have suffered from the competition of low grade and priced grass steers and are back at the lowest figures of the season. Poor to prime she stock is selling at a range of \$3.75 @7.25, with the big bulk of the fair to good butcher and beef stock around \$5.25@6.25. Veal calves continue in moderate supply, active demand and firm at \$8@10.25. Outlet for bulls, stags, etc., is fairly broad, but values are somewhat lower than a week ago at a range of \$4.75@6.50.

Hog receipts continue to fall short of a year ago, but this fact apparently has no stimulating influence on the demand or on prices since the trend of values is still downward. Packers say they do not want to fill their cellars with product so long as the South is in no position to buy it. All classes of buyers still favor the light and butcher weight hogs and pay a premium for them, although quality cuts more figure than weight. Today there were 5,500 hogs here and prices were a flat dime lower. Tops brought \$7.55, as against \$8 last Tuesday, and the bulk of the trading was at \$7.30@7.40, as against \$7.60@7.75 one week ago.

Under the influence of very moderate receipts the market for sheep and lambs has shown further improvement and values are gradually climbing up again, the advance compared with a week ago being about 15@20c. Demand keeps up well for feeding as well as fat grades, and undertone to the trade is generally strong. Fat lambs are selling at \$7@7.65; yearlings \$5.60@6.10; wethers \$5@5.65, and ewes \$4.25@4.85.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Large sales of packer hides at recent reductions, together with the export demand for leather, impart to the market a slightly stronger tone. For several weeks the preponderating bear influence was the tight money situation. The war demand for leather, however, is assuming more tangible form. Orders are coming, not from speculators and brokers, but bearing every evidence of authenticity. Packers who refused to sell at the rates now prevailing have confidence in the future and are awaiting developments. The export demand for leather is influencing the country hide market. Tanners' are contesting any efforts to advance hide prices. They assert that thus far the export demand for leather has not entirely overcome the inertia induced by the slow sale of leather for domestic consumption.

Chicago.

PACKER HIDES.—A heavy movement of packer hides was noted recently. Sales total about 125,000 hides, at prices generally $\frac{1}{2}$ @ 1c. under top rates of a month or so ago. The feature was the sale of 50,000 hides by one packer to one buyer, and there are rumors around that this same buyer took a line of branded hides from another killer, but this cannot be definitely confirmed. Native steers were moved at $19\frac{1}{2}$ c. to the extent of about 4,000 August and September extreme light weights. No business was done in heavy or light native steers. Heavy weights are wanted at 21c. and held firmly at the last sale rate of $21\frac{1}{2}$ c. Texas steers brought 20c. for a lot of 3,000 August and September heavy weights. About 4,000 similar salting light weights sold at 19c. and a line of 25,000 August and September light and extreme light Texas steers sold at $18\frac{1}{2}$ c. and 18c., respectively, by one packer. These latter prices are bid for more with killers asking $\frac{1}{2}$ c. higher. Butt branded steers were not sold. Sellers demand the last sale rate of 20c. for them, while buyers' ideas are around 19c. Colorado steers sold at the new low rate of $18\frac{1}{2}$ c. to the extent of about 15,000 August and September slaughter, by one killer. Other killers have refused this rate and demand 19c. for them. Branded cows moved at the former bid rate of 18c. to the extent of about 25,000 August and September hides by one killer. Other sellers refused this figure and demand $18\frac{1}{2}$ c. firmly. Heavy native cows sold at $19\frac{1}{2}$ c. in two lots to the extent of about 6,000 June through October salting. Light native cows sold at various prices. One packer moved about 5,000 August and September hides in weights up to 60 lbs. at $19\frac{1}{2}$ c. Two lots aggregating 15,000 August and September kill in straight weights moved at $19\frac{1}{2}$ c., and 15,000 similar takeoff went at $19\frac{1}{2}$ c. One killer moved about 5,000 September and October hides in weights 42 to 55 lbs. at $19\frac{1}{2}$ c. Native bulls were quiet. Winter and spring heavy average bulls are offered at 15c., with bids at $14\frac{1}{2}$ c. refused. Current kill in straight weights quoted at 17c. last paid and light bulls under 85 lbs. last sold at $17\frac{1}{2}$ c. current and forward kill. Branded bulls remain quiet and featureless. Sellers ask in a range of $15\frac{1}{2}$ to 16c. for them as to salting, point of slaughter, average weight and quality. Stocks unsold are meager.

COUNTRY HIDES.—Rates for country hides have not been thoroughly established

on a much higher plane, the movement being freer at the lower levels. However, dealers seem firm in their views and believe they will be realized. Heavy steers sold at the top rate of 17c. for a car of short-haired country receipts. More are available at this rate, but stocks are most burdensome as receipts of this selection are limited. Heavy cows were not reported moved. However, there were several inquiries in the market for them and bids at $16\frac{1}{2}$ c. were refused. Last week, goods were offered at $16\frac{1}{2}$ c., but all sellers are now asking 17c. for this selection. Bulls sold at $16\frac{1}{2}$ c. to the extent of over 10,000 hides. Most of this business was done under cover and full details are not available. A car sold at $16\frac{1}{2}$ c. and subsequent bids at $16\frac{1}{2}$ c. were refused for more. A couple of cars of buff weights sold from an outside point at $16\frac{1}{2}$ c. delivered basis early in the week. Later a car from the Northwest sold at $16\frac{1}{2}$ c. delivered basis. No number two buffs were reported sold, although there was a rumor around the market that trading had been effected at $15\frac{1}{2}$ c. This is considered the normal market at present. Local sellers are now asking 17c. firmly for buff weights where any are offered, and some hesitate to place prices on their small holdings. The situation at outside points is becoming slightly firmer. Hides 50 lbs. and up sold at $16\frac{1}{2}$ c. delivered basis, and $16\frac{3}{4}$ c. delivered is now the general asking figure. All weights of country hides sold at $16\frac{1}{2}$ c. delivered basis and 17c. is now the asking rate. Extremes received a moderate amount of attention. A couple of cars brought $17\frac{1}{2}$ c., and one car went at $17\frac{1}{2}$ c. Two small cars sold at $18\frac{1}{2}$ c., and $18\frac{1}{4}$ c. is now generally asked on further business. Hides 25@50 lbs. sold from the Northwest at $17\frac{1}{2}$ c. delivered basis. Extremes sold in Ohio and Michigan at 18c., f. o. b., several cars being reported moved, all for movement east. Branded hides continue lifeless. The principal buyers of these hides are out of the market. Available stocks are rather large. Local sellers are offering branded hides at 14c., but a nominal market is not considered over 13c. flat. Country packer branded hides range up to 16c. asked, as to quality and percentage of steers included. Bulls were quiet. Recent sales supplied buyers' requirements. Existing stocks are still of fair proportions. Last sales were at $13\frac{1}{2}$ to $13\frac{3}{4}$ c., with the inside considered the nominal market at present. Country packer bulls are quoted at 14@ $14\frac{1}{2}$ c. nominal.

CALFSKINS sold at $22\frac{1}{2}$ c. for one car of city skins early in the week. This rate had been bid repeatedly to most collectors for the past two weeks and one of them finally accepted it. Other collectors are very firm in their views and decline to offer out skins at under 23c. Some hold even higher views, but it is possible to secure skins at 23c. A couple of cars of outside city skins at $21\frac{1}{2}$ c. Country skins remained quiet and are nominally quoted at 20c. for business. Packer skins continue quiet. No inquiries are reported. Sellers ask 26c. for them, and it is believed bids at the last sale rate of 25c. would purchase. Deacons quoted at $85\frac{1}{2}$ to 90c. nominal, and light calf at $\$1.05$ to $\$1.10$ for business. Kipskins sold at $19\frac{1}{2}$ c. for a car of country run and 20c. was paid for a car of city collection and $20\frac{1}{2}$ c. was accepted by one packer for his August and September production, estimated at one car of skins. These rates are considered full value as the week closes.

HORSE HIDES continued quiet. Buyers seemed less anxious to operate than previously and predicted a lowering of values before active operations would be resumed. Regular country run of hides is held in ample supply and quoted nominally at $\$4.75$ to $\$5$ for business; inside nearer the market; city hides quoted at $\$5$ to $\$5.25$ nominal; some still ask up to $\$5.50$. No. 2 hides are quoted at the usual $\$1$ reduction with ponies and glues out at $\$1.50$ to $\$2$ and coltskins at $50\frac{1}{2}$ to $75\frac{1}{2}$ c. as to lots.

HOGSKINS are moving slowly at $50\frac{1}{2}$ to $65\frac{1}{2}$ c. for the regular country collection with the rejected pigs and glues out at half price. Buyers seem less eager for skins and some are talking as low as 40c. for relatively good lots.

New York.

DRY HIDES.—Recent arrivals are wanted and sales were made of 10,500 Central Americans at 24c. and 1,500 Orinoco at 25c., a 1c. advance in each case. River Plate hides quiet. Bogotas are all cleaned up with the exception of the 14,000 in store, which are held by one party. Five thousand Frigorifico steers were reported sold at $17\frac{1}{2}$ c. Wet salted Mexican coast hides quoted at 13c. Cities $14\frac{1}{2}$ c. Cuban cities 13c. Some Ecuador coast sold at 20c.

CITY PACKER HIDES.—A car of native bulls sold at $16\frac{1}{2}$ c. Offerings of native and branded steers are of fair size, but buyers as a rule are not interested at today's asking prices. Spreadies are quoted at $21\frac{1}{2}$ c. Native steers $20\frac{1}{4}$ to $21\frac{1}{2}$ c. Butt brands at $19\frac{3}{4}$ to $19\frac{1}{2}$ c. Colorados 19c. Cows 19c., and bulls $16\frac{3}{4}$ c.

COUNTRY HIDES.—About 500 New York State hides, 25 lbs. and up, sold at $15\frac{1}{2}$ c. New York and Pennsylvania buffs are offered at $16\frac{1}{2}$ c. Extremes $17\frac{1}{2}$ c. A car of Pennsylvania buffs sold at the above price. Canadian buffs offered at 16c. flat. Southern hides quiet. Extremes 25@45 lbs. selling at $14\frac{1}{2}$ c. flat.

CALFSKINS.—Carlots of outside city skins held at $\$1.65$, $\$2.20$ and $\$2.55$, with small lots available at $\$1.35$, $\$2$ and $\$2.30$. New York Cities quiet, and offered at $\$1.87\frac{1}{2}$, $\$2.47\frac{1}{2}$ and $\$2.87\frac{1}{2}$.

Boston.

The hide market looks a shade stronger, although there was no buying the latter part of last week and the beginning of this week. The asking prices and the general tone of the market are a little higher. Ohio buffs quoted $17\frac{1}{2}$ to $17\frac{3}{4}$ c.; extremes $18\frac{1}{4}$ to $18\frac{1}{2}$ c. Southern have taken a little firmer tone, although they seem to hold about $15\frac{1}{2}$ c. Last sales were made at 15c. and some have been reported at less, but the regular run was reported at 15c. The calfskin market remains easy, but despite the lower prices tanners have shown no disposition to buy.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending October 10, 1914:

CATTLE.

Chicago	31,050
Kansas City	37,079
Omaha	13,874
St. Joseph	6,684
Cudahy	470
Sioux City	2,519
South St. Paul	5,288
New York and Jersey City	10,833
Philadelphia	2,983
Pittsburgh	1,687
Denver	896
Oklahoma City	4,418
Cincinnati	3,725

HOGS.

Chicago	81,945
Kansas City	39,832
Omaha	23,063
St. Joseph	27,397
Cudahy	9,227
Sioux City	16,920
Cedar Rapids	6,489
South St. Paul	17,735
New York and Jersey City	35,301
Philadelphia	5,663
Pittsburgh	6,078
Denver	4,696
Oklahoma City	12,533
Cincinnati	10,038

SHEEP.

Chicago	85,423
Kansas City	52,399
Omaha	52,110
St. Joseph	16,991
Cudahy	722
Sioux City	7,169
South St. Paul	5,290
New York and Jersey City	31,993
Philadelphia	9,127
Pittsburgh	3,410
Denver	6,000
Oklahoma City	239

ICE AND REFRIGERATION

NEW CORPORATIONS.

Sand Springs, Okla.—The Sand Springs Ice and Storage Company has been incorporated by C. O. Henning, Mark Adamson and C. B. Wood with a capital stock of \$10,000.

Middleton, Tenn.—W. A. McClure, G. C. Jones, A. P. Simpson and others have incorporated the Middletown Gas and Ice Company, with a capital stock of \$16,000.

Columbus, Ga.—Brown & Everett Company, manufacturers of ice cream, has been incorporated by E. A. Everett, J. L. Brown, M. H. Brown, M. H. Everett and with a capital stock of \$5,000.

St. Petersburg, Fla.—The Superior Ice Cream Company has been incorporated with a capital stock of \$5,000 by J. G. Ramsaur, James L. Peden and A. B. Archibald, and have a plant with a daily capacity of 400 gallons.

Ogdensburg, N. Y.—The Maple City Dairy Company, Inc., to manufacture and deal in farm and dairy products, etc., has been incorporated with a capital stock of \$25,000 by J. P. Dunne, of Prescott, Ontario; R. B. Randall, of Morristown, N. Y., and M. E. Gray, of Ogdensburg, N. Y.

ICE NOTES.

Dallas, Tex.—Preparations are being made at Dallas for the erection of a \$50,000 ice factory.

Nashville, Tenn.—The new cold storage plant of Noel & Company is now completed and ready for trade.

Oak Cliff Station, Dallas, Tex.—A 50-ton ice plant will be erected by the Oak Cliff Ice and Cold Storage Company.

Anniston, Ala.—Plans have been completed by the Polar Ice Company to enlarge their refrigerator plant by 200 tons.

South Weymouth, Mass.—Fire of unknown origin destroyed the plant of the Boston Ice Company, with a loss of \$40,000.

St. Augustine, Fla.—A new cold storage room, with a capacity for 190 tons of ice, has been added to the St. Augustine Ice Company's plant.

Hattiesburg, Miss.—A cold storage plant will be built in connection with the ice plant of the Southern Lumber and Ice Company, with a daily capacity of 100 tons.

Cocoanut Grove, Fla.—A co-operative ice plant with a capacity of ten tons will be erected by the citizens of Cocoanut Grove to supply its members with ice at cost.

Washington, D. C.—Chapin & Sacks are building a one-story brick and concrete ice storage house at First and Patterson streets northeast, which will hold between 12,000 to 13,000 tons of ice.

New York, N. Y.—Leonard C. Smith, an ice manufacturer, at Eighth avenue and 155th street, has filed schedules in bankruptcy showing liabilities of \$56,039 and assets of \$35,000, which consists of a plant on which there is a chattel mortgage for \$900.

REFRIGERATING PLANT OPERATION.

J. C. Calhoun in Ice and Refrigeration.

Ammonia is condensable to a colorless liquid at a temperature of 50 degs. Fahr. when subject to a pressure of 74 pounds, the liquefying point as it is termed, which is the same as the boiling point, and varies with the pressure to which it is subject. Thus at atmospheric pressure the boiling point is 27.1 degs. Fahr. below zero, which is raised to zero when under a pressure of 15.67 pounds. This knowledge is useful to us, as by consulting an ammonia table we can always tell just what the temperature inside the expansion coils will be with a given expansion or back pressure.

This inside temperature or boiling point, even with a well proportioned tank with coils that are clean inside and out, that is not insulated with a blanket of oil inside or encrusted outside, must be 8 or 10 degs. below the desired tank temperature, and the proper pressure must be carried to maintain at least this difference. But if the coils are blanketed so that the transmission of heat through their walls is retarded, the difference must

be increased and the back pressure reduced to lower the boiling point, either by cutting down expansion or speeding up the machine, either one of which means a loss of efficiency and economy. I will explain why.

The capacity of the compressor is based upon the cubic feet or pounds of ammonia it delivers to the condenser per stroke or per minute. Theoretically with a condensing pressure of, say, 150 pounds and a back pressure of 15 pounds it will deliver one-tenth its piston displacement per stroke to the condenser, but if we are compelled to reduce the back pressure to, say, 10 pounds, it will deliver but one-fifteenth its displacement, a loss of 50 per cent. in capacity. Speeding up the machine to reduce the back pressure means the consumption of coal needlessly.

All of which illustrates the imperative necessity of keeping the coils free of oil, water and rust. The same loss in efficiency prevails if the charge is rendered weak and slow of expansion and its boiling point elevated because of pressure of oil, water or air in the system.

The higher the back pressure the greater is the capacity of the compressor, hence every pound of back pressure possible, up to the point of frosting back to the machine too hard, should be carried. Manifestly if this pressure can be elevated, the machine may be proportionately slowed down and accomplish the same amount of work. A moment's thought will show that lowering the condensing pressure likewise adds to the compressor capacity inasmuch as it will deliver a greater proportion of its piston displacement against a low pressure than it can against a higher one, and it is the proportion of its cylinder displacement delivered to the condenser each stroke that determines its efficiency.

Oil in the system carries with it a whole train of evils. It blankets and insulates the expansion and forecooler coils reducing the amount of heat passing through their walls,

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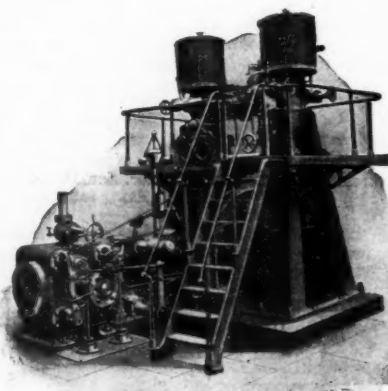
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DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.
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LOS ANGELES: United Iron Works.
LOUISVILLE: Union Warehouse, 7th and Magnolia Sts.
MILWAUKEE: Central Warehouse.

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NEWARK: American Oil & Supply Co.
NEW ORLEANS: Chas. F. Rantz.
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.
NORFOLK: Nottingham & Wrenn Co.
OKLAHOMA CITY: O. K. Transfer & Storage Co.
PITTSBURGH: Pennsylvania Transfer Co.
PROVIDENCE: Rhode Island Warehouse Co.
ROCHESTER: Shipley Construction & Supply Co.
SALT LAKE CITY: Utah Soap Co.
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.
ST. PAUL: R. B. Whitacre & Co.
SAN ANTONIO: Oriental Oil Co.
SAN FRANCISCO: United Iron Works.
SAVANNAH: Benton Transfer Co.; R. Zuck, Jr.
SPOKANE: United Iron Works.
SEATTLE: United Iron Works.
TOLEDO: Moreton Truck & Storage Co.
WASHINGTON: Littlefield, Alvord & Co.

which, as we have seen, necessitates cutting down expansion or speeding up the machine with its consequent loss of efficiency. It renders the ammonia charge dead and slow of expansion, and worse still, elevates its boiling point above the normal, and is thus a potent cause of frosting back to, and freezing up, the cylinders.

Leaky piston rods result in loss of ammonia, hence every effort should be made to keep oil out of the system, or rather to get it out as soon as possible after it has done its work of lubrication. The main oil trap, the one between the compressors and the condensers, being the one the oil first reaches after it leaves the compressor and the one where it is surest and easiest trapped and drawn off, is the one that should receive the closest attention.

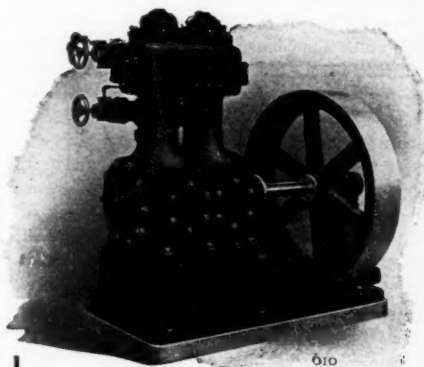
If this trap is neglected and allowed to fill so full that it overflows and allows the oil to reach the condensers, it begins its deleterious work at once by mixing with the ammonia as it condenses, weakening it at once and rendering it slow and logy. If the system is not equipped with an ammonia purifier it must needs reach the expansion coils, and once it reaches these not only is it difficult to get it out, with freezing tanks not equipped with a lower expansion header and purge valve, about impossible, but the train of evils we have seen begins.

This main trap is the one in which every drop of oil possible should be gathered and drawn off. It is far easier, even in a plant equipped with a purifier, to trap and draw it out here than to get it out once it passes this point, and to enable the engineer to better accomplish this, the main trap should always be equipped with an oil glass, that he may see and know that it never fills so full as to allow the oil to reach the condenser.

The oil used for lubricating the compressor cylinders should, of course, be wholly free from animal and vegetable fats, which are saponified by ammonia, and if allowed to enter the system would soon clog it up. Nor is ordinary mineral oil suitable even if entirely free of foreign fats, as all mineral oils contain a wax which hardens when chilled.

Only specially prepared oils should be used which are supplied and known under their trade names as ammonia oil, zero oil, etc. Such oils are chosen primarily because they have a high fire test; that is, they remain liquid under high temperatures and will not gasify under the heat of compression and thus pass the oil trap as a gas to condense

WATCH PAGE 48 FOR BARGAINS



Mechanical Refrigeration

A Present Day Necessity

Mechanical Refrigeration is coming into more general use every day. This is made possible by the development of Refrigerating Machines of small capacity.

YORK Vertical Enclosed Machines ($\frac{1}{2}$ to 20 tons refrigerating capacity) are well adapted for use in the Meat Market. They need but little attention and do not require a skilled operator.

In all cases where we have installed such plants they have proven to be profitable investments.

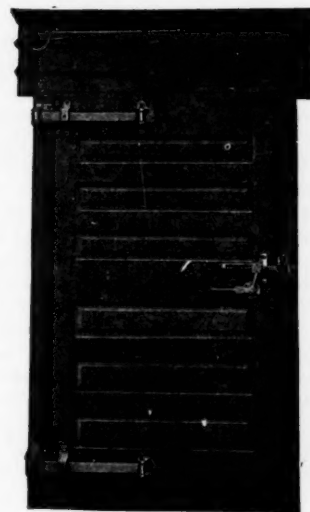
Write today for information and prices.

York Manufacturing Co.

(Ice-Making and Refrigerating Machinery exclusively)

York, Pa.

DOORS



Our Mr. J. V. Jamison, Jr., will be in charge of our exhibition, Room 812, Hotel LaSalle, Chicago, during the Packers' Convention in October. Don't fail to call and see our exhibit.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.
Hagerstown, Maryland, U.S.A.

with the ammonia in the condenser. They have been chilled to zero or lower—hence the name—and the hardened wax filtered out while cold.

Water in the system is in many respects more harmful than oil. It gathers in the expansion coils as a mushy frost and not as a hard lump of ice as many suppose. In this condition it makes an ideal retainer for any oil there may be in the system, imprisoning it and adding to its blanketing effect. It gathers in the small pipes just beyond the expansion valves, choking them up and interfering with expansion, but worst of all it, and the steam arising from it, wash the oil from the cylinder walls and compressor valves, interfering with lubrication and cause the valves to rust, gum up and stick. In at least two instances which came under the writer's own observation it was the direct cause of badly cut cylinders.

Water in the system is frequently, altogether too frequently in the writer's opinion, charged to impure ammonia. There is no question but at times a drum of ammonia will be received that contains more or less water. For that reason every drum should be tested before it is charged into the system. In many cases, however, water finds entrance into the system through leaks in the coils or around a leaking compressor cylinder head, through the latter more frequently than elsewhere.

This could never happen if care were taken, when pumping out to shut down the plant, or to charge in fresh ammonia, that the low-pressure gauge does not go below zero, and that when it is necessary to pump down to zero as in emptying a drum of ammonia, the machine be slowed down as the pressure lowers. This should always be done as the needle approaches zero for the reason that a partial vacuum will be formed in the cylinder at the beginning of each stroke with a low back pressure and the machine running fast in which case it does not take much of a leak around a cylinder head or a leaky joint, especially in the fore cooler, to admit sufficient water to cause trouble.

Air in the system is principally harmful in that it gathers in the condenser causing a higher pressure than need be. Its presence is made known by this, and in causing the discharge pipes near the compressor to become overheated although this cannot be taken as solely an indication of air, as water in the system has the same effect. It can easily be purged out if the purging be gone about in the right manner, without the loss of much ammonia.

Air is heavier than ammonia gas and lighter than liquid, hence it will gather and settle on top of the liquid and between it and the gas, above it in the condenser. To purge it out it must be raised to the top of the condenser, where the purge valve is located, by allowing liquid to accumulate in and nearly fill the stand of condensers to be purged which is done by closing off the liquid valve at the bottom of the condensers, between them and the liquid receiver, leaving the discharge into the condensers open and the water flowing over or through them. When the condenser is nearly full of liquid—which will be indicated by the pipes becoming cold as they fill—close the discharge valve allowing the water to flow until all remaining gas above the air is condensed. The air in them can then be readily

purged out without much waste of ammonia. All air cannot, however, be removed at one purging, usually several purgings will be necessary.

There is no real excuse for air ever getting into the system, for with proper care in pumping down to avoid a vacuum, as explained, it cannot get in, and purging because of it will not be necessary. Yet purging will be found beneficial as the season advances to get out the dead gas that accumulates. Disintegration of ammonia is said not to take place until a temperature of 700 degs. Fahr. is reached. Nevertheless, it wears out and more or less non-condensable gas gathers in the condenser, as the season advances, which must be purged out. This is not disintegrated ammonia, it is dead gas which condenses slowly or not at all, and will have a strong ammonia odor.

In purging it out the purge valve should be connected to a pail of water and the escaping gas blown into it, if it is air or dead and non-condensable gas, it will bubble in the water, but if good condensable ammonia is blown out the water will become heated.

An ammonia leak, if in the open air, can best be located by burning sulphur under it. The sulphur fumes and ammonia unite, forming a dense cloudy smoke and sulphate of ammonia will be precipitated in the form of a white powder plainly marking the exact location of the leak. Litmus paper is more suitable for detecting the presence of ammonia in water or brine than in the open air. In selecting it be sure you get the kind that reacts to alkaloids for another is acted upon only by acids, and is useless for ammonia. Distinction should be made between litmus paper and phenolphthalein paper.

ADVICE FOR POULTRY SHIPPERS.

The fact that it will soon be one year since the calamitous dressed poultry season of 1913 wrecked many handlers of poultry, sent tens of thousands of pounds of chickens, turkeys, ducks and geese to the crematory, and left the consumer with such a strong aversion to the taste of the poultry that reached the market in "off" condition that sales have suffered ever since, is being used as the text of the sermon which experts in poultry handling in the United States Department of Agriculture are preaching to poultry shippers all over the country.

Shippers agree that the spoilage of dressed poultry during the autumn of 1913 was unparalleled, and that the rest of the year has been, financially, one of the worst on record despite the scarcity of meat. Specialists in the Department consider that the blame rests chiefly upon the man who killed, picked, chilled and packed the poultry and sent it to market. This man bought the birds alive, hence they were not decayed when he got them.

The railroads, in general, have worked diligently at their refrigerator lines, and it is well known that shippers who packed their goods properly found the railroad service last autumn sufficiently satisfactory to deliver the product in good order. The receivers of poultry were hunting for stock that could be sold to a high class trade, but the inspector did not have to look far for poultry that was absolutely unfit for food.

The department accompanies its words of

warning with words of advice to the poultry dressers, telling them how to handle the birds to ensure high quality and a minimum change in composition.

First: The packer, as soon as the birds are received, should transfer them to "holding batteries," which are really coops so constructed that only a few birds are in the same compartment. All have an equal chance to get food, each has an abundance of fresh air and absolute cleanliness is easily maintained.

Second: For 24 hours before killing the bird is not fed but is given plenty of clean water. In this way the crop is emptied and the flavor of the flesh is improved, as well as its keeping quality. Of course, the bird does not weigh as much when emptied of food, but it is better to be paid for a few less pounds of poultry than to receive only a freight bill.

Third: Killing should be done by cutting the veins of the neck from inside the mouth while the bird is suspended by the feet—Circular 61 of the Bureau of Chemistry gives the details of how to bleed and to "brain"—that is, to loosen the feather muscles so that the birds may be dry picked, not scalded. Scalded birds have their keeping quality greatly reduced.

Fourth: Holding the bird while removing the feathers is best accomplished by the "frame" method. The second best way is what is known as the "string" method, and the worst methods are the "bench" and "lap."

Fifth: After the birds are bled and picked the animal heat must be removed. The best method of doing so is to hang them, head downward, in a room having a temperature between 30 and 35 degs. Fahr., where they should remain for 24 hours. The temperature must not go above 35, nor below 29 degs., and the atmosphere cannot be depended upon to remain within these limits, hence mechanical refrigeration is an absolute necessity. If the packers last season had adhered to this one regulation it is safe to assert that the inspectors in the markets would have had to hunt a long time for a "green-struck" or "off conditioned" chicken. Putting the birds in cold water, or water and ice to cool them is unredeemably bad, and packing in fine ice with a heavy lump of ice on top of the barrel is a continuation of an unreliable and often very disastrous method.

Sixth: Pack the chilled birds in standard boxes—12 to the box—or in small kegs if they are not to be hard frozen, and see that each bird in the package is an exact match in quality, size, color and perfection of dressing for every other bird. This is the height of the art of "grading."

Seventh: Have the refrigerator car in which the dry picked, dry packed poultry is to be shipped iced with a mixture of broken ice and 10 to 15 per cent. of salt for 24 hours before loading. When loaded, the temperature of the car midway between the doors, four feet from the floor, must not exceed 35 degs. Fahr. To ensure the best of handling during transportation, dressed poultry should be shipped in car lots. If you cannot get the minimum quantity for a car lot yourself, get together with other nearby shippers and make up a joint car. You may have to bury some hatchets, but that is better than having your bank account snowed under.

Remember that every bad chicken sold hinders or prevents the sale of a number of good chickens. The housewife remembers only that her family did not like her choice of food. Generally, she does not know whether the bird was dry picked or scalded, dry packed or iced. What she wants is a fine flavored product. Your product may be good, but if your neighbor's is bad yours will also suffer. Get together! In this emergency the good of one is the good of all.

Circulars 61, 64 and 70, Bureau of Chemistry, and Year Book article No. 591, all dealing with the handling of dressed poultry, will be sent on application to the Department of Agriculture as long as the supply for distribution lasts.

FOR PURCHASING DEPARTMENTS

PHILADELPHIA SCRAPPLE.

The breakfast dish known as scrapple is famous throughout the East, and Philadelphia scrapple ranks high in this line, that city being the particular home of this appetizing food product. F. G. Vogt & Sons have long been famous as makers of scrapple, but the trouble was that the product was perishable; it would not keep, and had to be sold fresh, and near where it was made.

The Vogts have now put on the market a canned scrapple which they claim to be equal to the fresh article, and which has had a big success wherever it has been tried. They claim it is the only canned scrapple, guaranteed to keep until opened. It is put up in two-pound sanitary cans, gross weight, enough for a meal for five persons, and can be sold retail at from 18 to 20 cents. Owing to the high prices of all staple food products, this is said to be a sure seller and quick repeater.

Scrapple is not what its name implies. It is a combination of meat and cereal—that is, selected pork cuts with No. 1 corn meal, cooked and spiced—making an ideal dish for breakfast. In Philadelphia there is sold weekly at least 500,000 pounds, showing the popularity of this good, wholesome and economical food.

THE VALUE OF THE MOTOR TRUCK.

"The demand for motor trucks increases in ratio with the widening knowledge of their possibilities," says President George A. Kissel, of the Kissel-Kar. "And I expect the greatest forward stride in this branch of automobile industry to take place within the next year or two.

"The only item of cost in which the average first-class motor truck exceeds its capacity equivalent in horse-drawn equipment is the original purchase price, and that is slight. But many business men, who did not formerly look beyond that, now understand the great vital question; namely, the time and money cost per mile of operation.

"They realize now that the perfected truck of today will double and sometimes quadruple the mileage of horses capable of hauling the same burden, that it will work

twenty-four hours as against the horses' six or seven, that it lends itself to an expanding business, that it travels faster and therefore gives more satisfactory service to customers.

"Many lines of business are now completely convinced that motor trucks are indispensable to the economical haulage of their product. In the building trades, construction work, road building, general haulage for hire, wholesale supplies of all kinds, municipal work, and a lot of other lines where time and tireless service count, the motor truck is absolute, and no one tries to argue otherwise.

"Kissel-Kar trucks are peculiarly adapted to certain lines of work, owing to the fact that we have made a special study of the individual requirements of those lines, but that their general adaptability is not limited is apparent from the fact that there is scarcely a line of business in America in which they are not now being used to advantage."

ARCTIC ICE MACHINE SALES.

Recent sales of ice and refrigerating machinery by the Arctic Ice Machine Company, Canton, Ohio, are reported as follows:

United Dairy Company, Barnesville, Ohio, are equipping their creamery with a 6-ton Arctic Junior complete refrigerating installation.

Standard Coal Company, Salt Lake City, Utah, are installing a 10-ton Arctic refrigerating plant for the manufacture of two tons of ice, also to handle their refrigerating requirements, this plant being purchased through the Ogden office of the Arctic Ice Machine Company.

Pitman-Moore Company, Indianapolis, Ind., are equipping their chemical laboratories at Zionsville, Ind., with complete Arctic 8-ton refrigerating plant.

The Tri-City Artificial Ice Company, Rock Island, Ill., have just placed in operation the 50-ton raw water ice-making plant installed by the Arctic Ice Machine Company.

Dickinson & Bisbee, Spencer, Iowa, have equipped their meat market with a 3-ton refrigerating plant furnished by the Arctic Ice Machine Company, Canton, Ohio.

The Pan Chemical Company, Hastings-on-

Hudson, N. Y., have installed a 6-ton Arctic refrigerating plant for cooling chemicals in process of manufacture.

C. J. Bickel, Sidney, Iowa, is improving his meat market by the installation of a 2-ton complete Arctic plant.

Iron Clad Mantle Company, Canton, Ohio, manufacturers of incandescent mantles, are installing a distilling system to be used for washing the mantle fabric before dipping same into chemicals. This work is being done by the Arctic Ice Machine Company of Canton, Ohio.

R. P. Hocking, Mayaguez, P. R., is installing a complete 5-ton Arctic raw water ice-making plant in the up-to-date cafe of A. Moreda. This is said to be the finest restaurant and cafe on the island.

The Minneapolis Artificial Ice Company, who last season installed a 50-ton Arctic-Pownall raw water ice plant, found after one season's operation that it was totally impossible to supply the demand for this raw water ice with their original installation. They have accordingly placed contract for a duplicate Arctic-Pownall raw water system of 65 tons capacity.

Johnson & Josendal, Roland, Iowa, have equipped their meat market with a 3-ton refrigerating plant furnished by the Arctic Ice Machine Company, Canton, Ohio.

Odell & Co., West Palm Beach, Fla., have equipped their meat market with a 3-ton refrigerating plant furnished by the Arctic Ice Machine Company, Canton, Ohio.

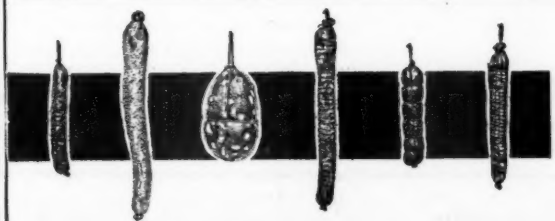
Andrew Furbee, Dawson, Minn., has equipped his meat market with a 3-ton refrigerating plant furnished by the Arctic Ice Machine Company, Canton, Ohio.

The Birmingham Ice Factory of Birmingham, Ala., has placed an order with the Arctic Ice Machine Company of Canton, Ohio, for one 50-ton ice-making capacity Arctic double-single acting ammonia compressor, to be installed in their Birmingham ice factory.

Demopolis Ice and Cold Storage Company, Demopolis, Ala., who last year installed an Arctic ice-making plant, have just placed an order for an additional 15-ton ice-making tank equipped with Arctic-Pownall shell brine coolers and otherwise complete.

The Grey Nuns Order of Canada are enlarging their hospital, known as the St. Boniface of Winnipeg, and among the improvements being made is the installation of a complete 15-ton Arctic refrigerating plant.

The Charles City Artificial Ice Company, Charles City, Iowa, have just placed an order with the Arctic Ice Machine Company of Canton, Ohio, for a complete 18-ton raw water ice-making plant.



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DRIED SAUSAGE

Write the "ANGLO"

Our brands are thoroughly established and in demand

THE ANGLO-AMERICAN PROVISION CO.

Chicago, Ill.



Chicago Section

Thanx fer them kind woids!—Jack Hall.

That Monroe Doctrine begins to look like a city ordinance—wot?

Outwardly it is said Senator Sherman's top-piece resembles Lincoln.

Where does the old Irish slogan come in? "If yez ain't wid us yer agin us!"

Unser Fritz's brand of peace savoreth of "the peace that passeth all understanding."

Whoever it was that started the European war, he has something to be proud (?) of.

War reports read mighty like early unofficial election returns, or rather prophecies.

The police force keeps up its reputation for hitting anyone but the party it shoots at.

There are a whole lot of decent policemen in Chicago, and there are some crooks, undoubtedly.

Europe is overrun with stuffed ITS, and the sooner the stuffin' is knocked out of 'em the better.

Business mobilization is more in our line. We'll leave that army and navy mobilization to Europe.

Sure they're going to lick John Bull! As old man Garvey would say, "Why the hell don't they?"

Many a gink who used to bleat about her being all the world to him now sympathizes with Atlas.

With both sides determined to dictate terms, all this peace stuff is merely filler for the papers.

The great majority of women who registered the other day are young women—under 40, anyhow!

Plain Bill Sulzer challenges Theodore Roosevelt to a joint debate. Pulled off, it should show a big "gate."

The next issue of The National Provisioner is the Convention Number. Best trade advertising medium of the year.

Not to be outdone by New York and its Becker-Rosenthal affair, Chicago presents the Egan-Bertsche muss. Fine business!

There seems to be no valid reason why Kaiser Bill shouldn't tell Holland to step aside and let him pass on to England.

The war so far hasn't raised any particular need in the provision pit. The wheat situation has been and is as excitable as an old maid at a christening.

Hold-ups and burglars have started in a little ahead of time this year, doubtless for business reasons. They are a trifle coarser this year, too.

Apropos of the economy of the economical Scot: Scotch grocery keeper to clerk: "Dinna mak the tails o' yer g's an' y's sae lang, an' the ink wull last longer."

Thank the Lord we are constituents and not subjects. That "subject" thing sounds like slavery. Any time we don't like our "kink" we fire him.

Swift & Company's sales of beef in Chicago for the week ending Saturday, October 10, 1914, averaged as follows: Domestic beef, 11.54 cents per pound.

Ralph W. E. Decker, of Jacob E. Decker & Sons, packers, Mason City, Iowa, was a visitor in Chicago last week on business. "Business first" is Ralph's slogan.

The Chicago packers are contributing handsomely to the American Red Cross fund—no doubt with an ulterior motive, their friends the enemy will say!

Ralph W. Moody, until recently connected with Bernson & Moody, has returned to the Cudahy Packing Company, and taken charge of the branch house end of the business.

For a man who is absolutely right the Kaiser seems to have very few, if any, friends among the nations not involved in the war. Based on newspaper reports, of course.

Uncle Billy Bryan's peace preaching begins to assume likable proportions. "Let us have peace" doesn't sound so sissyfied when you're knee-deep in human blood—and what for?

So far the string of monarchs in Europe have individually and otherwise avoided collision with shot or shell, and it is safe to say they are getting their three squares per.

As in the Mexican muddle, our worthy President refuses to rock the boat in this peace proposition craze. The really interested parties are not ready to listen yet, and he knows it.

A slump of 75 or 80 cents per hundred in the price of live hogs this week has nothing whatever to do with hams and bacon put in cure the past 20 days to 60 days. Remember that, fellers!

Looks like the commission man, the shipper and the farmer have run their "judicious" marketing of hogs into the ground somewhat. They have been too goldarned judiciously judicious. The biter done got bit!

An old reliable fertilizer man says: "There never was any occasion to import potash. There is enough in this country to last a couple of hundred years or so, and that's long enough for the present generation, ain't it?"

Just how far Chicago is ahead of Europe is proved right here. Experts claim it costs \$1,500 for every man killed in the war now raging. In Chicago it costs per head (killing alone, of course) including labor, etc., about 15 cents on an average.

A typical Stock Yards wedding procession—men and boys on pony, mule and horseback, in cripple carts, hayracks, prairie schooners and stage coaches, with the bridal party in carriages in the center—wended its howling, yowling yip-i-addy way throughout the South Side Wednesday night. Some sight and noise! "Snorky" Sammons and bride were the distinguished parties.

Charles A. Tilden, brother of Edward Tilden, packer, and William Tilden, banker, died at Edward Tilden's residence in Chicago on Thursday, October 8, and was buried at Delavan, Wis., on Saturday. Mr. Tilden had been ill for several weeks. Born October 1, 1859, at Delavan, Wis., he spent the greater part of his life in Canada as a mining engineer and railroad contractor. Latterly he was assistant cashier of the Fort Dearborn Trust & Savings Bank.

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Manhattan Building, CHICAGO, ILL.
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Cold Storage and Warehouses*

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Supreme Means { Less Power—Less Coal—Less Expense
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MORRIS & COMPANY

CHICAGO U. S. YARDS

ATTACKS ON COLD STORAGE.

The legislative inquiry into the causes of higher prices for certain foodstuffs that is being conducted by the Federal Government does not appear to have unearthed thus far any serious attempts anywhere to take undue advantage of circumstances to increase profits at the expense of the consumer, and it is extremely doubtful whether any such instances of any considerable moment can be found. The principal charges that led to the investigation were those directed against dealers in perishable food products, and mainly against those who stored perishable foods in cold storage warehouses, as though that were a more heinous offense than to store foodstuffs in ordinary warehouses.

The Attorney-General of New York is widely quoted as having declared that he has evidence to prove that a gigantic conspiracy exists on the part of at least one exchange and several cold storage warehouse companies in New York to increase arbitrarily the prices of certain foodstuffs by combination, and it is threatened that suit will be brought under the Brennan cold storage law against the parties, whose names are not divulged.

Apparently the "evidence" consists in the information that large quantities of perishable foodstuffs have been placed in cold storage and the Attorney-General is staggered by the amounts named in the official reports made obligatory under the law. "When food prices are highest unreasonable quantities of foodstuffs are held in cold storage," the Attorney-General is reported as having stated.

If he really stated all the things he is charged with having stated, he simply reveals his lack of knowledge of ordinary trade con-

ditions, and his remarks and threats, or his prosecutions, if undertaken, will have no measurable effect upon either the quantities of perishable foods stored or upon the times when said goods are released from cold storage. These matters are entirely regulated by the law of supply and demand and the teachings of past experience. Experience has proved that cold storage serves to reduce average prices, not to increase them.

But the publication of charges such as those that led to Federal investigation and such as made by the Attorney-General of New York, if allowed to pass unrefuted, serve to increase the popular prejudice against cold storage foods and cold storage in general, and to minimize the use of cold storage. The fact that the charges made cannot be proved, or that the prosecutions threatened are not made, does not lessen the injury, for public sentiment always has been and probably always will be the final arbiter of use or disuse. Things that are not popular with the masses cannot be profitably carried on the tradesman's shelves.

The cold storage warehouseman, who depends upon a steady and large demand by the consumer for opportunity to keep his warehouse profitably filled, owes it to himself to take measures to acquaint the public with the actual facts, not once, but again and again, as the public memory is short. Cold storage is too great a boon to be destroyed by the attacks of ignorance, but the periodic attacks upon cold storage as a menace to the welfare of society, if no active work is done to counteract them, are very likely to materially reduce the normal development of this important industry.

CHICAGO LIVESTOCK MARKET.

(Concluded from page 30.)

top \$8.20; choice mediumweight butchers and choice light mixed grades in a range of \$7.80 @ \$8; mediumweight mixed carrying a good long top and strongweight butcher grades \$7 @ \$7.80; mediumweight mixed packing and prime heavy butchers in a range of \$7.45 @ 7.60, with the plain heavy, rough packing hogs in a range of \$7.20 @ 7.35, and coarse bunches in small lots around 7c.

Following the opening day of this week, when prices scored an advance of 10 @ 15c. per cwt. in sheep and lambs, the trade sagged a little Tuesday, the day's operation in lambs showing a loss of fully 10c. per cwt., and Wednesday's session bids fair to close with values ranging about in line with the finish of last week. There is very little life or activity in the trade, buyers continuing to hold off until nearly noon time before making offers, and it has been hard to move the common to medium grades. Fancy butchers still find but limited numbers of extra choice lambs, the load which was sold by the National on Tuesday at 8c. straight being the first lot to bring the price during the past three weeks. Supplies still run largely to lambs, with quite liberal cuts going back to the country on feeding account daily. There is still a scarcity of sheep suitable to fill feeding orders, and but very few ewes are coming fit to go out on breeding account. Native sheep and lambs held in local sections should be kept back where it is possible to hold them to advantage until the close of the range season. We quote: Westerns, good to prime lambs, \$7.65 @ 7.90; fat yearlings, \$6.50 @ 6.75; killing wethers, \$5.75 @ 6; fat ewes, \$4.90 @ 5.25; feeding lambs, \$7 @ 7.25; feeding yearlings, \$6 @ 6.25; feeding wethers, \$5.25 @ 5.40; feeding ewes, \$4.40 @ 4.65; breeding ewes, \$5.75 @ 6; yearling breeding ewes, \$6.25 @ 6.75. Natives: Good to choice lambs, \$7.60 @ 7.90; poor to medium, \$7 @ 7.25; culls, \$6 @ 6.50; yearling wethers, \$6 @ 6.50; fat wethers, \$5.75 @ 6; fat ewes, \$4.75 @ 5.15; poor to medium, \$4.35 @ 4.60; culls, \$3.50 @ 4.50; breeding ewes, \$5.75 @ 6.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 5.....	18,322	1,394	25,548	51,104
Tuesday, Oct. 6.....	6,865	1,344	19,174	37,774
Wednesday, Oct. 7.....	15,014	1,321	24,492	40,045
Thursday, Oct. 8.....	4,359	865	15,273	27,437
Friday, Oct. 9.....	2,926	304	12,933	6,457
Saturday, Oct. 10.....	499	4	6,030	420
Total last week.....	47,085	5,232	104,057	181,637
Previous week.....	50,573	5,197	88,692	193,114
Cor. time, 1913.....	48,063	4,420	146,050	192,637
Cor. time, 1912.....	33,966	6,008	104,513	203,576

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 5.....	3,898	332	5,978	10,812
Tuesday, Oct. 6.....	3,419	237	8,256	24,785
Wednesday, Oct. 7.....	4,076	133	4,209	13,582
Thursday, Oct. 8.....	3,440	86	4,001	19,436
Friday, Oct. 9.....	1,888	5	3,212	7,251
Saturday, Oct. 10.....	216	—	1,456	348
Total last week.....	16,935	793	22,112	76,214
Previous week.....	19,004	720	24,010	102,342
Cor. time, 1913.....	16,487	601	34,062	77,549
Cor. time, 1912.....	18,935	647	15,641	70,774

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Oct. 10, 1914.....	1,759,495	4,823,174	4,219,796
Same period, 1913.....	1,875,576	5,636,996	4,201,852

Combined receipts of hogs at eleven points:

Week ending Oct. 10, 1914.....	402,000
Previous week.....	347,000
Cor. week, 1913.....	427,000
Cor. week, 1912.....	359,000
Total year to date.....	17,298,000
Same period, 1913.....	18,547,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Oct. 10, 1914.....	137,100	280,800	428,300
Week ago.....	193,400	248,000	486,300
Year ago.....	189,900	302,600	501,100
Two years ago.....	227,100	249,000	497,000

Combined receipts at six markets for 1914 to Oct. 10 and same period a year ago:

	1914.	1913.
Cattle.....	4,592,000	5,642,000
Hogs.....	12,287,000	14,084,000
Sheep.....	9,713,000	9,701,000

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Oct. 10, 1914:	
Armour & Co.....	16,900
Swift & Co.....	9,500
S. & S. Co.....	5,200
Morris & Co.....	5,000
Hammond Co.....	6,000
Anglo-American.....	7,400
Independent P. Co.....	4,500
Boyd, Lunham & Co.....	4,600
Roberts & Oake.....	4,100
Brennan P. Co.....	4,000
Miller & Hart.....	3,400
Others.....	7,100
Totals.....	83,100
Previous week.....	68,000
1913.....	100,600
1912.....	90,500
Total year to date.....	3,838,300
Same period last year.....	4,579,100

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$9.10	\$7.90	\$5.20	\$7.50
Previous week.....	9.20	8.35	5.10	7.45
Cor. week, 1913.....	8.35	8.25	4.65	7.05
Cor. week, 1912.....	8.05	9.07	3.85	6.45
Cor. week, 1911.....	6.95	6.48	3.80	6.00

CATTLE.

Steers, good to prime.....	\$9.50@11.00
Steers, fair to good.....	8.25@9.25
Yearlings, good to choice.....	8.50@10.75
Inferior steers.....	7.50@8.25
Stockers.....	6.00@7.50
Feeding steers.....	7.25@8.15
Medium to good beef cows.....	5.50@6.80
Stock cows.....	4.75@5.30
Fair to choice heifers.....	6.00@8.50
Stock heifers.....	5.25@6.00
Good to choice cows.....	5.00@7.60
Common to good cutters.....	4.50@5.00
Fair to good canners.....	3.50@4.50

Butcher bulls.....	6.75@7.30
Holstein bulls.....	5.50@6.25
Good to choice heavy calves.....	10.00@11.50
Heavy calves.....	7.50@9.50

HOGS.

Fair to fancy, light.....	\$8.00@8.20
Prime light butchers, 200-230 lbs.....	8.10@8.30
Prime med. weight butchers, 250-275 lbs.....	8.05@8.40
Prime heavy butchers, 270-325 lbs.....	8.00@8.30
Heavy mixed packing.....	7.40@7.85
Heavy packing.....	7.20@7.50
Pigs, fair to good.....	7.00@8.25
Boars.....	3.50@4.50
*Stags.....	7.50@8.40

*All stags subject to 80 lbs. dockage.

SHEEP.

Native ewes.....	\$4.00@5.00
Native wethers.....	4.25@5.75
Western ewes.....	4.50@5.15
Western wethers.....	4.75@5.90
Western yearlings.....	5.25@6.50
Native yearlings.....	5.50@6.00
Native lambs.....	6.75@7.95
Range lambs.....	7.00@7.90
Feeding lambs.....	6.50@7.25
Bucks.....	3.00@3.75
Breeding ewes.....	4.70@5.65
Breeding yearling ewes.....	6.00@6.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, OCTOBER 10, 1914.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$18.80	\$19.00	\$18.80	\$18.97½
LARD—(Per 100 lbs.)—				
October.....	9.30	10.05	9.55	10.05
November.....	9.82½	9.97½	9.82½	9.97½
January.....	9.87½	9.95	9.87½	9.92½
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.85	10.85	10.85	10.85
January.....	9.80	9.87½	9.80	9.80

MONDAY, OCTOBER 12, 1914.

Holiday. No market.

TUESDAY, OCTOBER 13, 1914.

PORK—(Per bbl.)—				
January.....	18.75	18.80	18.65	18.70
LARD—(Per 100 lbs.)—				
October.....	10.00	10.00	9.95	9.95
November.....	9.90	9.95	9.87½	9.90
January.....	9.87½	9.90	9.82½	9.85
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.90	10.90	10.85	10.87½
January.....	9.67½	9.72½	9.67½	9.70

WEDNESDAY, OCTOBER 14, 1914.

PORK—(Per bbl.)—				
January.....	18.75	19.02½	18.75	19.02½
LARD—(Per 100 lbs.)—				
October.....	10.30	10.30	10.20	10.30
November.....	9.95	10.20	9.95	10.17½
January.....	9.87½	10.07½	9.87½	10.10
RIBS—(Boxed, 25c. more than loose)—				
October.....	11.00	11.05	11.00	11.05
January.....	9.72½	9.90	9.72½	9.90

THURSDAY, OCTOBER 15, 1914.

PORK—(Per bbl.)—				
January.....	18.70	18.87½	18.70	18.80
LARD—(Per 100 lbs.)—				
October.....	10.30	10.30	10.30	10.30
November.....	10.02½	10.17½	10.02½	10.17½
January.....	9.90	10.07½	9.90	10.07½
RIBS—(Boxed, 25c. more than loose)—				
October.....	11.02½	11.02½	11.00	11.00
January.....	9.85	9.90	9.72½	9.82½

FRIDAY, OCTOBER 16, 1914.

PORK—(Per bbl.)—				
January.....	18.77½	18.82½	18.60	18.65
LARD—(Per 100 lbs.)—				
October.....	10.50	10.50	10.50	10.50
November.....	10.25	10.40	10.25	10.40
January.....	10.07½	10.12½	10.00	10.00
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.82½	10.82½	9.70	9.75
January.....	9.82½	9.82½	9.70	9.75

*Bid. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	20	22½
Native Sirloin Steaks.....	25	28
Native Porterhouse Steaks.....	30	35
Native Pot Roasts.....	16	18
Rib Roasts from light cattle.....	14	18
Beef Stew.....	12	14
Boneless Corned Blakets, Native.....	18	18
Corned Rumps, Native.....	12½	12½
Corned Ribs.....	12½	12½
Corned Flanks.....	20	25
Round Steaks.....	18	20
Round Roasts.....	18	20
Shoulder Steaks.....	18	20
Shoulder Roasts.....	16	18
Shoulder Neck End, Trimmed.....	12½	12½
Rollad Roast.....	18	20

Lamb.

Hind Quarters, fancy.....	18	20
Fore Quarters, fancy.....	12½	14
Legs, fancy.....	20	22
Stew.....	12½	12½
Chops, shoulder, per lb.....	18	18
Chops, rib and loin, per lb.....	18	18
Chops, French, each.....	15	15

Mutton.

Legs.....	14	16
Stew.....	8	10
Shoulders.....	14	12½
Hind Quarters.....	14	16
Fore Quarters.....	10	12½
Rib and Loin Chops.....	18	20
Shoulder Chops.....	12½	15

Pork.

Pork Loin.....	20	22
Pork Chops.....	22	24
Pork Shoulders.....	16	18
Pork Tenderloins.....	18	20
Pork Butts.....	18	20
Spare Ribs.....	14	16
Hocks.....	11	14
Pigs' Heads.....	8	11
Leaf Lard.....	14	14

Veal.

Hind Quarters.....	18	22
Fore Quarters.....	12½	14
Legs.....	18	22
Breasts.....	14	16
Shoulders.....	16	18
Cutlets.....	18	20
Rib and Loin Chops.....	18	20

Butchers' Offal.

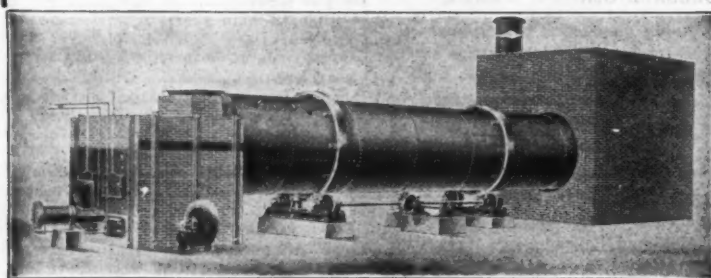
Suet.....	7	7
Tallow.....	3½	3½
Bones, per cwt.....	1.00	1.00
Calfskins, 8 to 15 lbs.....	20	20
Calfskins, under 15 lbs. (deacons).....	35	35
Kips.....	10	10

Watch Page 48

for

Business Chances

DRYERS AND CONTINUOUS PRESSES

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	14 1/4 @ 15
Good native steers	14 1/4 @ 14 1/2
Native steers, medium	13 1/2 @ 13 1/4
Helpers, good	12 1/2 @ 13 1/2
Cows	10 @ 11
Hind Quarters, choice	@ 17 1/2
Fore Quarters, choice	@ 13

Beef Cuts.

Cow Chucks	10 @ 11
Steer Chucks	12 1/2 @ 13
Boneless Chucks	@ 12 1/2
Medium Plates	@ 9 1/2
Steer Plates	@ 9 1/2
Cow Rounds	@ 12
Steer Rounds	@ 13 1/2
Cow Loins	@ 12
Steer Loins, Heavy	@ 24
Beef Tenderloins, No. 1	@ 25
Beef Tenderloins, No. 2	19 @ 25
Strip Loins	@ 13 1/2
Sirloin Butts	@ 16 1/2
Shoulder Clods	@ 14 1/2
Rolls	@ 15 1/2
Rump Butts	13 @ 14 1/2
Trimnings	@ 10 1/2
Shank	@ 8
Cow Ribs, Common, Light	14 1/2 @ 15
Cow Ribs, Heavy	@ 16
Steer Ribs, Light	@ 16
Steer Ribs, Heavy	@ 16 1/2
Loin Ends, steer, native	18 @ 19
Loin Ends, cow	@ 16 1/2
Hanging Tenderloins	@ 12
Plank Steak	@ 15 1/2
Hind Shanks	@ 7

Beef Offal.

Brains, per lb.	@ 9
Hearts	@ 8
Tongues	@ 17
Sweetbreads	@ 23
Ox Tail, per lb.	8 @ 9
Fresh Tripe, plain	@ 5 1/2
Fresh Tripe, H. O.	@ 8
Brains	8 @ 9
Kidneys, each	@ 6 1/2

Veal.

Heavy Carcass, Veal	@ 12
Light Carcass	@ 16
Good Carcass	@ 16 1/2
Good Saddles	@ 19
Medium Racks	@ 13
Good Racks	@ 15

Veal Offal.

Brains, each	@ 7
Sweetbreads	@ 20
Calf Livers	@ 26
Heads, each	@ 25

Lambs.

Good Caul	13
Round Dressed Lambs	@ 14
Saddles, Caul	@ 15
R. D. Lamb Racks	@ 11
Caul Lamb Racks	@ 10
R. D. Lamb Saddles	@ 17
Lamb Fries, per lb.	@ 20
Lamb Tongues, each	@ 4
Lamb Kidneys, each	@ 1 1/4

Mutton.

Medium Sheep	@ 10
Good Sheep	@ 11
Medium Saddles	@ 11
Good Saddles	@ 12
Good Racks	@ 10
Medium Racks	@ 9
Mutton Legs	@ 13
Mutton Loins	@ 9
Mutton Stew	8
Sheep Tongues, each	@ 2 1/2
Sheep Heads, each	@ 10

Fresh Pork, Etc.

Dressed Hogs	14 @ 15
Pork Loins	@ 17 1/2
Leaf Lard	@ 11 1/2
Tenderloins	@ 32
Spare Ribs	@ 11 1/2
Butts	@ 16
Hocks	@ 9 1/2
Trimnings	@ 12
Extra Lean Trimnings	@ 13 1/2
Tails	@ 9
Snouts	@ 9
Pigs' Feet	@ 4 1/2
Pigs' Heads	@ 5 1/2
Blade Bones	@ 9
Blade Meat	@ 11
Cheek Meat	@ 5
Hog livers, per lb.	@ 5
Neck Bones	@ 5
Skinned Shoulders	@ 14 1/2
Pork Hearts	@ 8
Pork Kidneys, per lb.	@ 7
Pork Tongues	@ 14
Slip Bones	@ 6
Tail Bones	@ 7
Brains	@ 3 1/2
Backfat	@ 13
Hams	@ 15
Calas	@ 12 1/2
Relies	@ 17
Shoulders	@ 13 1/2

SAUSAGE.

Columbia Cloth Bologna	@ 12
Bologna, large, long, round, in casings	@ 12 1/2

Choice Bologna	@ 14 1/2
Frankfurters	@ 13 1/2
Blood, Liver and Headcheese	11 @ 11 1/2
Tongue	@ 15 1/2
Minced Sausage	@ 14 1/2
Luncheon Sausage, cloth paraffine	@ 16
New England Sausage	@ 19 1/2
Compressed Luncheon Sausage	@ 19 1/2
Special Compressed Ham	@ 19 1/2
Berlina Sausage	@ 16
Boneless Butts in casings	— @ —
Oxford Butts in casings	@ 21
Polish Sausage	@ 13 1/2
Garlic Sausage	@ 13 1/2
Country Smoked Sausage	@ 16
Farm Sausage	@ 16 1/2
Pork Sausage, bulk or link	@ 13 1/2
Pork Sausage, short link	@ 14
Boneless Pigs' Feet	@ 8 1/2
Luncheon Roll	@ 16 1/2
Delicatessen Loaf	@ 12 1/2
Jellied Roll	@ 20

Summer Sausage.

Best Summer, H. C. (new)	— @ —
German Salami (new)	@ 25 1/2
Italian Salami	@ 27
Holsteiner	@ 21 1/2
Mettwurst, New	— @ —
Farmer	@ 24

Sausage in Oil.

Smoked, large cans, 50	\$6.50
Smoked, small cans, 20	6.00
Bologna, large cans, 50	6.00
Bologna, small cans, 20	5.50
Frankfort, large cans, 50	6.50
Frankfort, small cans, 20	6.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$11.75
Pickled Plain Tripe, in 200-lb. barrels	8.40
Pickled H. C. Tripe, in 200-lb. barrels	12.50
Pickled Ox Lips, in 200-lb. barrels	17.25
Pickled Pigs' Snouts, in 200-lb. barrels	17.25
Sheep Tongues, Short Cut, barrels	41.50

CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	Per doz. \$2.50
No. 2, 1 or 2 doz. to case	4.75
No. 6, 1 doz. to case	18.00
No. 14, 1/2 doz. to case	41.50

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz. \$3.85
4-oz. jars, 1 doz. in box	7.15
8-oz. jars, 1/2 doz. in box	13.60
16-oz. jars, 1/2 doz. in box	25.50
2, 5 and 10-lb. tins	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 23.00
Plate Beef	@ 22.00
Prime Mess Beef	@ 23.00
Mess Beef	@ 22.00
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	@ 24.00
Mess Pork, old	@ 21.00
Clear Fat Backs	@ 24.00
Family Back Pork	@ 24.50
Bean Pork	@ 19.50

LARD.

Pure leaf, kettle rendered, per lb. tes	@ 12 1/4
Pure lard	@ 11 1/4
Lard, substitute, tes	@ 8 1/2
Lard, compound	@ 8 1/2
Cooking oil, per gal. in barrels	@ 6 1/2
Cooks' and bakers' shortening, tubs	@ 11 1/4
Barrels, 1/4c. over tierces, half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	
cargo	15 1/2 @ 22
Cartons, rolls or prints, 1 lb.	16 1/2 @ 23
Cartons, rolls or prints, 2 @ 5 lbs.	16 @ 22 1/2
Shortenings, 30 @ 60 lb. tubs	12 1/2 @ 15 1/2

DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 15
Clear Bellies, 18 @ 20 avg.	@ 14 1/2
Rib Bellies, 18 @ 20 avg.	@ 14 1/2
Fat Backs, 12 @ 14 avg.	@ 11 1/2
Regular Plates	@ 11 1/2
Clear Plates	@ 10 1/2
Butts	@ 9 1/2
Bacon meats, 1/4c. to 1c. more	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 18
Hams, 16 lbs., avg.	@ 17 1/2
Skinned Hams	@ 18 1/2
Calas, 4 @ 6 lbs., avg.	@ 13 1/2
Calas, 6 @ 12 lbs., avg.	@ 13 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 15 1/2
Breakfast Bacon, fancy	@ 26 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@ 20 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 22 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 14 1/2
Dried Beef Sets	@ 28 1/2
Dried Beef Insides	@ 30 1/2
Dried Beef Knuckles	@ 27 1/2
Dried Beef Outsoles	@ 26
Regular Boiled Hams	@ 25 1/2
Smoked Boiled Hams	@ 26 1/2
Boiled Calas	@ 20
Cooked Loin Rolls	@ 32
Cooked Rolled Shoulder	@ 19 1/2

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 21
Export Rounds	@ 28
Middles, per set	@ 70
Beef bungs, per piece	@ 25
Beef weasands	@ 8
Beef bladders, medium	@ 55
Beef bladders, small, per doz.	@ 80
Hog casings, free of salt	@ 70
Hog middles, per set	@ 10
Hog bungs, export	@ 19
Hog bungs, large, mediums	@ 10
Hog bungs, prime	@ 7
Hog bungs, narrow	@ 4
Imported wide sheep casings	@ 1.30
Imported medium wide sheep casings	@ 1.10
Imported medium sheep casings	@ 90
Hog stomachs, per piece	@ 4

FERTILIZERS.

Dried blood, per unit	30.72 @ 3.10
Hoof meal, per unit	2.00 @ 2.90
Concentrated tankage	2.25 @ 2.35
Ground tankage, 12%	@ 2.90 and 10c.
Ground tankage, 11%	@ 2.90 and 10c.
Ground tankage, 8 and 25%	@ 2.75 and 10c.
Crushed tankage, 9 and 20%	@ 2.35 and 10c.
Ground tankage, 6 1/2 and 30%	21.00 @ 22.00
Ground rawbone, per ton	25.00 @ 27.00
Ground steam bone, per ton	21.00 @ 21.50
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 63 @ 70 lbs., aver.	240.00 @ 260.00
Horns, black, per ton	24.00 @ 28.00
Horns, striped, per ton	30.00 @ 35.00
Horns, white, per ton	35.00 @ 40.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	85.00 @ 95.00
Skulls, jaws and knuckles, per ton	26.00 @ 30.00

LARD.

Prime steam, cash	@ 10.35
Prime steam, loose	@ 10.17
Leaf	@ 10 1/2
Compound	7 1/4 @ 7 1/2
Neutral lard	12 1/2 @ 12 1/4

STEARINES.

Prime oleo	@ 9 1/4
Oleo, No. 2	@ 9
Mutton	@ 9 1/4
Tallow	@ 7 1/2
Grease, yellow	5 1/2 @ 5 1/2
Grease, A white	6 1/2 @ 6 1/2

OILS.

Lard oil, winter strained, tierces	71 @ 77
Extra lard oil	@ 70
Extra No. 1 lard oil	@ 69
No. 1 lard oil	54 @ 56
No. 2 lard oil	52 @ 54
Oleo oil, extra	12 1/2 @ 13
Oleo oil, No. 2	11 1/2 @ 12
Oleo stock	9 1/2 @ 10 1/4
Neatsfoot oil, pure, bbls.	68 @ 70
Acidless tallow oils, bbls.	62 @ 64
Corn oil, loose	@ 4.70
Horse oil	6 1/2 @ 6 1/2

TALLOW.

Edible	7 @ 7 1/4
Prime city	7.00 @ 7 1/4
No. 1 Country	6 1/4 @ 6 1/2
Packers' Prime	6 1/2 @ 6 1/2
Packers' No. 1	6 @ 6 1/4
Packers' No. 2	4 1/2 @ 5
Renderers' No. 1	5 1/2 @ 6

GREASES.

White, choice	6 1/2 @ 6 1/2
White, "A"	6 1/4 @ 6 1/2
White, "B"	5 1/2 @ 6
Bone	5 1/2 @ 5 1/2
Crackling	@ 6
House	5 @ 5 1/4
Yellow	5 1/4 @ 5 1/4
Brown	5 1/4 @ 5 1/4
Glue stock	5 1/4 @ 5 1/4
Garbage grease	4 1/2 @ 4 1/2
Glycerine, C. P.	@ 20 1/2
Glycerine, dynamite	@ 23
Glycerine, crude soap	@ 14
Glycerine, candle	@ 16

COTTONSEED OILS.

P. S. Y., loose	.36 @ 36 1/2
P. S. Y., soap grade	.35 1/2 @ 36
Soap stock, bbls., concn.	.62 @ 65 1/2 f. a. 2.15 @ 2.30
Soap stock, loose, reg.	.50 @ r. f. a. 1.00 @ 1.10

COOPERAGE.

Ash pork barrels	80 @ 82
Oak pork barrels	85 @ 87
Lard tierces	1.05 @ 1.10

CURING MATERIALS.

Refined saltpetre	9 @ 10
Boric acid, crystal to powdered	7 @ 8
Borax	3 1/2 @ 4 1/4
Sugar—	
White, clarified	@ 6 1/2
Plantation, granulated	@ 7
Yellow, clarified	@ 6 1/2
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
Ashton, car lots	2.00
English packing, in bags, 224 lbs.	1.45
English packing, car lots	1.25
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	3.75
Casing salt, bbls., 280 lbs., 2x @ 3x	1.40

Retail Section

KANSAS STATE BUTCHERS MEET.

The Kansas State Retail Butchers' Association held its annual convention last week at Topeka, Kan. There was a good attendance and the sessions were all lively and full of interest and profit. Practical trade questions were discussed, and there were always plenty of butchers ready to argue the matter from all angles. The result was of much value to those present.

Officers elected by the association for the ensuing year were as follows:

President, Fred Garland, Wellington.

First vice-president, F. D. Entriken, McPherson.

Second vice-president, W. G. Cartney, Concordia.

Secretary, B. L. Thompson, Herington.

Treasurer, J. D. Smith, Salina.

Executive Committee: J. L. Barnes, Chanute; H. Hessler, Enterprise; Emil Gamba, Osage; Ed Whitlock, Wichita.

The next convention will be held at Hutchinson.

The convention opened with an address by Dr. S. J. Crumbine, State food commissioner, who talked sanitation and rat extermination. State Food Inspector Bell reported that small slaughterhouses were in better condition than ever before.

J. P. Maguire, of Armour & Company, talked on cash and credits, strongly advising the adoption of a cash basis and explaining a method by which good credit customers might be held. The Topeka Merchants Journal quotes him as follows:

"The best plan for the cash store is to sell coupon books," said he. "The butcher who plans to go on a cash basis should take some of his best customers aside, and tell them privately what he is going to do. Then he should offer to sell them coupon books at a discount of 5 per cent. or such a matter. Make it a personal, confidential offer, and you will hold most of your credit trade in line. There is a charm about a confidential offer."

This discussion on cash and credits took up much time. Opinion was divided, many believing business could not be done without giving credit. But the cash system men had strong arguments; the trouble was that it took nerve to change to a cash basis. When the question was asked as to how many butchers at the convention were actually operating on a strict cash basis, only five answered that they were. They were well satisfied, however.

Emil Gamba, of Osage, reported that the butchers and grocers of Osage City, who agreed to go on a spot cash basis about two years ago, are thoroughly satisfied with the success of the plan. "The cash system is the only system," he said, "and we wouldn't go back to the old plan when we had \$35,000 on our books."

B. L. Thompson, of Herington, said: "We have a little blank form which we submit to those who ask for credit. Certain questions are presented on that form for the applicant to answer. We ask, among other things,

where the applicant last traded, and whether his bill was paid in full. If the answers to the questions are not satisfactory we turn him down."

The question of a State license for retail butchers came up again, and the convention decided in favor of such a law. This is for the purpose of shutting out country peddlers and so-called "winter butchers," who operate only in cold weather, and are apt to sell unsanitary meats. The form of the law was not decided.

Two plans were proposed and discussed. One plan provided that the governor should appoint a board of three butchers, who would pass upon the qualifications of a butcher to receive a State license. The board would collect a fee of perhaps \$25 from each butcher to receive a license, with annual dues of \$1 thereafter. These fees would pay all the expenses of the board, it is believed.

The other plan was that there be no fees whatever charged; that the work be supported entirely out of the funds of the food department; that the work of examining the butchers for a State license be left to a board of practical butchers, while the work of inspection of shops and enforcing the law be left to the regular inspectors of the food department.

The main purpose of the law will be to stop the sale of diseased and uninspected meat. The retail butchers who have regular shops and pay the taxes want protection from the "winter butcher" who buys up diseased and inferior livestock, slaughters it, and peddles it about town from a wagon, and the State Pure Food Department is willing to co-operate with the butchers to drive such enterprises out of the State. The proposed law will not prevent a farmer from butchering his own cattle, pigs or sheep, under proper inspection, but it will shut out the speculators who make a business in winter of killing sickly pigs, tuberculous cows, etc.

The butchers also decided to appoint one member in each county to act as agent for the association. This special agent will be entrusted with the general supervision of county butcher shop affairs. He will be supposed to line up all the butchers in his county to join the State Retail Butchers' Association, and he will also look after all complaints, grievances, etc., from butchers of his county. When legislative matters are up this county agent will be supposed to see that the interests of the butchers are properly presented to the local members of the legislature, and when the legislature is in session the county agent will be ready for special work, such as circulating petitions, raising legislative funds, etc.

One interesting discussion was over the relative merits of doing your own killing or buying dressed meats. It was decided that where a butcher had a sufficient volume of trade, and proper facilities for handling and saving all products, he could make it pay. Otherwise it was better to buy of the big packer.

Talking on meat cutting methods, H. Hey-

mann, of New York, who is an authority on meat cutting, gave the Kansas butchers some very valuable information about cutting up meats to the best advantage. "Out here in Kansas," said he, "you butchers sell your beef by the yard, not by the pound!" He showed how to save in cutting and how to dispose of all odds and ends to advantage.

Co-operative delivery was another topic of discussion. Wherever it had been tried it had met with success and saved money—some more and some less, but all showed a saving.

The old question of packers selling to hotels and restaurants came up, and packers' representatives told the butchers plainly that they had to sell, and if butchers would not trade with them they must sell to hotels and restaurants. Nevertheless the convention adopted a resolution declaring this course to be unfair competition.

PREFERS CREDIT TO CASH SYSTEM.

In a recent issue The National Provisioner published the views of Charles G. Deibel, a leading retailer of St. Louis, concerning the advantages of cash vs. credit. Many wise and successful retailers agree with Mr. Deibel, and it is a little surprising to find one who does not, but who prefers the credit system.

V. J. Robinson, of Colorado, at the annual convention of the retail merchants of that State, in giving his reasons for preferring to sell on credit rather than for cash, says:

"In my opinion it is more profitable and altogether desirable for a majority of retail merchants to conduct a credit business, incidentally going after all cash trade within reach without having to cut prices to secure it.

"I believe that a strictly cash basis of conducting business would be better in the long run for all concerned, if all the business of the world were conducted on that basis. But as long as credit is the motive power of business and industry, just so long will the man who tries to do an exclusive cash business be handicapped.

"The world has always been run on a credit basis and probably always will be. There is not enough cash in the world to extend mighty projects requiring immense capital; as a motive power, credit has made possible our greatest industrial progress. Our greatest inventors, promoters, originators and builders would get nowhere without credit.

"Now, as to my own little business, I much prefer the good credit customer to the cash customer. Positively the best accounts we have are our credit customers; they buy more, they are more easily satisfied, and, as a rule, though not always, they buy most all they use from us. For instance, few of our cash customers buy fresh vegetables from us; the majority give that business to the peddlers.

"When the cash customer comes to the store, she usually brings just enough change to get the particular articles she wanted, and

if she only came in with one dollar, one would have a sweet time to sell her a dollar and a quarter's worth. Just the opposite with the credit customer.

"I have had it said to me that the man doing a cash business could afford to sell cheaper than one doing a credit business, but it has been my experience that the only way that we could sell cheaper would be to reduce our operating expenses, and in our particular locality I believe we operate just as cheaply as we could were we selling to cash trade only.

"We do not add one cent to our cost of doing business to cover bad accounts, and no merchant need do it. I mean by that our doors are not open indiscriminately to credit. It is necessary that the applicant for credit give us such information and reference as we may require before we extend the credit. Thus our accounts are collected before they run.

"Let me say now that credit does not mean to hand your goods out to every Tom, Dick and Harry, and have nothing but their word that they will pay. Credit means confidence in a man's solvency and probity, which entitles him to be trusted. Truth, faith, character, reputation; and the customer who is worthy of getting goods on time must show soundness in these particulars.

"Credit makes permanent customers, brings about closer relationship and enables you to study their wants to a better advantage, and sell more goods than you could for cash. From an advertising standpoint, rendering credit is a splendid method. Customers are continually recommending their friends to trade with you. The average credit customer deems it an honor to deal with a house carrying good accounts. In buying, you are enabled to judge your wants better. A better profit is generally made in a credit business. A credit customer is yours; a cash customer is anyone's.

"One usually has the confidence of a credit customer, and she is not so likely to be weaned away by misleading, price-cutting advertisements. It has been said that if all business was done on a cash basis, the cost of living would be reduced. This I cannot swallow, because the fact remains that the public requires and demands so much service, and service being the most expensive thing we have to sell, would count up against a cash business as well as credit business.

"Then again, it is not the retailer's business to lower the high cost of living; it is his business to supply the consuming public with the necessities and luxuries of life at a reasonable profit for the service. The retailer is not responsible for the high or low cost of living. In almost every city there have been grocers, for instance, who have set out to lower the cost of living by cutting out some of the service the store had been in the habit of rendering, such as credits, deliveries, etc. The experience of these stores would not lead one to the conclusion that the public appreciates these sacrifices. The public wants the service, and will go where it can get it. As

a matter of fact, in a large number of cases these merchants are induced to try the all-cash-and-no-delivery basis because they think it will do away with a lot of work and worry and expense. Possibly it will, but it will also do away with a lot of business.

"Credit is a creator of purchasing power. A system of credit is in itself a proof that the ideas and customs of the people have reached a state of development associated with advanced civilization. Among backward races and people credit is not used; more primitive and simple methods satisfy their desires.

"Credit works two ways; the benefits accrue not only to him who borrows, but to him who lends. If it were not for credit, many people who possess capital, but have no means of utilizing it themselves, would find it useless and profitless. It is surely an advantage for those who have little or no capital to be able to borrow and thus secure the means with which to embark in business.

"In the years 1911 and 1912, according to a statement made by Bradstreet, the failures due to the granting of unwise credit were 2 per cent. Those who engaged in a cash business failed to the extent of 85 per cent. in 1912. In actual figures, 345,668 merchants out of 404,857 who have embarked in a cash business have been failures in the United States.

"These figures are as close as we can ascertain; 1,766,650 merchants are engaged in the mercantile business in the United States. Not even the small percentage of 1 per cent. conduct their business on a cash basis. The total circulation of money in the United States during 1912 was \$327,678,783. Now compare this with the total amount of business done in the United States, which has been \$159,373,450,000. There is fifty times more business done than there is money to do it with."

WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

LOCAL AND PERSONAL.

The old established meat market of Henry Gardner's at 208 West Water street, Elmira, N. Y., has been purchased by Fred Lobdell.

N. S. Holladay's butcher shop at Santaquin, Utah, has been destroyed by fire.

Ernest Kunath has purchased the meat business of E. C. Edsall at Warwick, N. Y.

The Karryhome Market Company, New York, N. Y., to deal in meats, etc., has been incorporated with a capital stock of \$100,000 by J. Lowenstein, R. Lotta Lowenstein and W. Hauser.

A meat and provision market will be opened on Nason and Summer street, Hudson, Mass., by D. E. Foley.

Charles Charlton has opened a meat market at Londonderry, Vt.

Henry Swaton's meat and grocery market at 21 School street, Webster, Mass., has been purchased by H. C. Austin, of Grosvenordale, Conn. The market will be known as the "People's Cash Market."

A meat and grocery business will be opened in the Ray building, Marblehead, Mass., by Joseph A. Forrant. Mr. Forrant already has two stores; one in Salem and one in Beverly.

Fire of unknown origin damaged the meat and grocery market occupied by H. L. Lovell and F. J. Stroh, at Spaulding and Caldwell avenues, Elmira, N. Y.

L. J. Kolb has sold the North Star meat market at Ida Grove, Iowa, to Matt Jacobsen.

The Simon Frank & Son Meat Market at Hays City, Kan., has been sold.

W. J. Harrington's meat market at Albion, N. Y., has been damaged by fire.

Homer Linton and E. V. Fleming have purchased the meat market of Dan McKenzie at Springdale, Wash.

Dill Brothers have sold their grocery store at Lewiston, Ida., but will continue in the meat business.

H. E. Waugh has sold out his meat market in Surprise, Neb.

A. L. Best has just established himself in the meat business at Primrose, Neb.

D. S. Estes has purchased a meat market at Springview, Neb.

H. Mosgrove has engaged in the meat business at Benedict, Neb.

The dissolution is reported of the meat firm of Collins & Tays at Virginia, Neb.

The Palace Market Company, Ironwood, Mich., has been incorporated with a capital stock of \$5,000.

The death is reported of John D. Stabler, who has been engaged in the meat business at Traverse City, Mich., for five years.

Samuel Joseph is building a new meat market in Empire, Mich.

J. B. McCrary has purchased the meat business of T. B. Cain at Lindsay, Okla.

O. L. Johnson has sold out the Midway Meat Market at Neodesha, Kan., to John Prentice and Oscar Wilson.

Pool & Deck have purchased the meat and grocery business of Mrs. Mina Miller at Circleville, Kan.

Leo Wardwell has been succeeded in the meat and grocery business at Spokane, Wash., by J. R. Lawson.

WESTERN PACKING and PROVISION COMPANY
 UNION STOCK YARDS, CHICAGO
COMMISSION SLAUGHTERERS AND PACKERS
KILLERS FOR EASTERN PACKERS
 Dressed Beef, Hogs, Sheep, Veal and all Products
 Complete Government Inspection
 Members American Meat Packers' Association.

New York Section

F. A. Fowler, head of the Swift beef and branch house department, has been in New York this week on a little vacation trip.

Matthew W. Ryan, a New York butcher, died at the home of his brother at 126 Butler street, Brooklyn, last Tuesday. He leaves a wife, two sons and three daughters.

Swift & Company's sales of beef in New York City for the week ending October 10, 1914, averaged as follows: Domestic beef, 11.75 cents; imported beef, 10.90 cents per pound.

The Broadway Meat and Poultry Market has been incorporated to deal in meat and poultry in Manhattan; capital stock, \$1,000; A. Sitomer, Solomon Wolf and Adolph Eisler are the incorporators.

The Karryhome Market Company has been incorporated to do business in meats, provisions etc., in Manhattan, with a capital stock of \$100,000. The incorporators are J. Lowenstein, R. Lotta and W. Hauser of New York.

Old age caused the death of John Preston, a retired meat merchant at his home, 859 Fulton street, Brooklyn, last Wednesday. He was born in Lancashire, England, 90 years ago, and came to America when a young man. He leaves a son, William.

Isaac Stiefel, a well-known Manhattan slaughterer, died on Tuesday at his home in the Hanover Apartments, 823 West End avenue. Mr. Stiefel became associated with his father in the packing business when a boy, and early in his business career was connected with the United Dressed Beef Company. Later he became head of the firm of Stiefel & O'Mara, at Forty-fourth street and First avenue. He retired from active business four years ago. He was 66 years old and leaves his wife.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, October 10, 1914, by the New York City Department of Health: Meat.—Manhattan, 995 lbs.; Brooklyn, 21,117 lbs.; the Bronx, 25 lbs.; Queens, 14 lbs.; total, 22,151 lbs. Fish.—Manhattan, 3,010 lbs.; Brooklyn, 10 lbs.; Richmond, 50 lbs.; total, 3,070 lbs. Poultry and game.—Manhattan, 6,760 lbs.; Brooklyn, 25 lbs.; Bronx, 3 lbs.; total, 6,788 lbs.

The Beef & Products Credit Association, Inc., has been active in the beef and provision trades since the opening of its new quarters at No. 320 Broadway, New York City. The principal officers include Max Stern, president, who has been identified with the beef trade all his life and was for many years connected with the firm of Joseph Stern & Sons, of West Fortieth street, and has for some years been engaged in the wholesale beef business on his own account, and is exceptionally well fitted for his post. Leon Dashew, the secretary

and counsel, has been for the past ten years identified with the legal affairs of the largest wholesale beef concerns in the city. The operatives of the association have been engaged in the beef and provision trades in the city in various capacities, and it is stated by the officers that they are particularly qualified for the work assigned to them. Already the importance of the association has made itself felt. On the membership roll can be found such firms as the Manhattan Veal & Mutton Company, First avenue and Forty-fourth street; Herman Brand, Inc., East Forty-eighth street; M. Levy Sons, West Fortieth street; Samuel Simon, Wallabout Market, Brooklyn; Harry Geier and Max Stern. A booklet stating the objects and plans of the association very comprehensively has been issued by the association, and can be had upon request to the secretary.

FISH VS. BEEF.

The New York City Health Department continues to advise consumers how to save money during the present meat scarcity. It issues the following notice comparing food values and cost of fish and beef cuts:

The human body requires certain kinds of foods called "proteins" in order to make up for wear and tear of the body machinery; that is, in order to rebuild bones and muscles and nerves.

You can get this "protein" by eating meat, but this is very expensive, and other forms of food are much cheaper and equally nourishing. Those of us who live near the sea should eat far more fish than we do. It is excellent for building up the body and is rich in "protein." Just look at the following comparison:

FISH.

Haddock contains 18 per cent. protein; sells for 7 cents per pound.
Herring contains 19 per cent. protein; sells for 8 cents per pound.
Bluefish contains 19 per cent. protein; sells for 10 cents per pound.
Codfish contains 18 per cent. protein; sells for 12 cents per pound.
Eels contain 18 per cent. protein; sells for 15 cents per pound.

BEEF.

Chuck contains 19 per cent. protein; sells for 24 cents per pound.
Rump contains 19 per cent. protein; sells for 28 cents per pound.
Round contains 21 per cent. protein; sells for 28 cents per pound.
Sirloin steak contains 19 per cent. protein; sells for 30 cents per pound.
Ribs contain 18 per cent. protein; sells for 26 cents per pound.
Since you eat meat for the protein it contains, why not eat it in the form of fish and save money?

STORY OF THE COTTON SEED.

(Concluded from page 28.)

eye of the farmer did not see or quite realize what was going on in this respect.

The season was favorable and the plant made an unusual development. It was heavily fruited with large green bolls, and after a while these opened up in all their glory and the plant presented one of the most beautiful sights the eye of man ever beheld. The farmer was so delighted with the vigor of the plant, with the freedom of the bolls

from disease, with the fine silky quality of the staple, its extraordinary length, and with the abundance and plumpness of the seeds that he saved all of the bolls with special care and separated the lint by hand, and again planted the seed in a specially prepared piece of ground. They grew with wonderful uniformity and made a magnificent crop with a yield very much above their fellows which had not been selected with the same skill and care.

The farmer who had picked up this wonderful little seed did not know that he had discovered something of such superior value until after he had grown it for several years. Then, all its excellent qualities were displayed to him, and he found through the cultivation and distribution of this particular strain of seed that he could not only increase the yield of his own crops, but he could add materially to the welfare of his fellow man, and so after awhile this seed became widely disseminated, and the lint it produced recognized for its superior merit.

When the seed was put into the great press of the oil mill it yielded a stream of amber oil that surprised the owner and brought joy and happiness into the homes of thousands who depend upon this luscious edible by-product of the seed for a part of the nutrients needed to keep their bodies in perfect health.

Do you know anything about this little cotton seed? Have you ever studied its structure? Have you ever thought about its latent qualities and the power of developing them in the service of mankind? Have you ever thought how many human attributes it had and how its life reflected those of our boys and girls?

This is an agricultural fable, for the little seed around which this story centers has been found over and over by hundreds of farmers, and has resulted in the production of some of the splendid types of cotton which we now cultivate so widely and successfully throughout the Southland. There are still wonderful discoveries to be made in this direction.

HOW PACKER BUYS BEEF CATTLE.

(Continued from page 17.)

Cattle are not usually slaughtered by Armour & Company the same day as bought. They need to be thoroughly rested, fed, watered and cooled out before killing, otherwise they will dress red or "fiery." We aim to slaughter our receipts within two days after they are purchased. Every precaution is taken to insure conversion of cattle into the most perfect beef.

After slaughtering, the buyer makes his daily tour of the cooling rooms in company with a representative of the dressed beef sales department and inspects carefully the tagged and classified sides of beef as they hang during refrigeration. By this means he is able to check, while the purchase is still fresh in his mind, the accuracy of his ability to judge from the animals on hoof what the weight and appearance of the beef on the hook will be.

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

A fairly good drove of cattle will dress out on an average of 57½ or 58½ pounds per hundred of their live weight. We do have extra choice cattle now and then which will do as well as 62 and 63 pounds. High-bred corn-fed cattle will often dress 63 per cent., but this is exceptional. A drove of cattle can seldom be depended upon to yield better than 61 pounds—and of course we get some which will yield as low as 54.

The Seasons and Grades of Cattle.

We get the best beef from December until the first of July—the months during which

good quality, as the cattle wintered well and grass has been very fine.

Wyoming and Montana give us the best yield of strictly "grassers." Rangers from Dakota are very good. These, however, cannot be called strictly "grassers" because a large per cent. of them have had some feed. These Dakotans make very nice beef—they dress out in good color and are free from bruises and scratches. This is because of their tameness and the manner of their raising.

While the Wyoming and Montana cattle

one of the results of government education of, and land concessions to the Indian. A few years ago when this policy was inaugurated, Indians would move out of the houses the government had provided and live in tents alongside of the houses, but they liked the game of cattle raising and took to it with zeal. The government was obliged to issue rations to them at first, but they have gradually become self-supporting, and are now contributing in a measure to the Nation's beef supply.

"Everything now points to a light supply of cattle for the next year or two," says Mr. Brown. However, conditions seem to indicate that there will be an increased supply in the course of time. High prices are inducing the farmers and feeders who abandoned the cattle business some years ago to re-enter it again not only for the profit in cattle but to provide fertilizer for their lands. These men are saving their cows in great numbers and it is only a matter of a few years until I believe we will have a bigger cattle census. However, as population is increasing at the same time, it remains to be seen whether the increased supply of cattle will be sufficient to do more than stem the current of rising prices.

"I expect foreign beef to continue coming into this country, but from information at hand I do not look for any big increase in the next three to five years."



GROUP OF TYPICAL RANGE CATTLE.

corn is used for feed. Southwest markets, during the same months, get a good many meal-fed cattle. What we call range or Western cattle start about the first of August and keep coming through August, September, October and November. Texas grass cattle start are early as April or May and last as long as grass holds out.

Some years, when grass is plentiful, we get some very good, fairly well-bred Western cattle in high flesh. In other years they are not so good, and there is then greater difficulty in supplying our sales force with a good quality of beef during these months. This year we expect our Western beef to be very

are allowed the freedom of the range and of a mountainous country, seldom coming into close contact with human beings, most of the Dakota cattle are fenced in and become more domesticated and consequently ship better.

Supply Will Increase in Time.

We also get several train loads of cattle from the Canadian Northwest each year, and several from the Indian reservations.

The Indians ship their cattle collectively. A number of them will pool their shipments together, and one train load has been known to represent as many as fifty Indians. Several of these dark-faced fellows will sometimes accompany a train to Chicago, and it is a common sight in the Yards during the fall and early winter season to see a row of ten or fifteen of them sitting on a fence all day, silent as so many sphinxes with their blankets wrapped about them awaiting the returns from their cattle. "Sit tight and keep mum" seems to be their motto.

Indian cattle in this time of scarcity are

J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Granulated Cork
J-M Impregnated Cork Boards J-M Hair Felt
J-M Mineral Wool J-M Weatherite Paper

Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY.

FREE CHRISTMAS DINNERS

Will You Help

THE
SALVATION
ARMY
LASSIES

Throughout the
United States to
supply

300,000

Poor People
with
CHRISTMAS
DINNERS.

Send Donations to
COMMANDER
MISS BOOTH

118 W. 14th Street, New York City
Western Dept., Commissioner Estill, 108 N. Dearborn St., Chgo.



NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$7.55@9.00
Poor to fair native steers.....	6.00@7.75
Oxen and stags.....	4.00@7.25
Bulls.....	4.50@7.00
Cows.....	3.00@6.00
Good to choice native steers one year ago.....	7.05@9.00

LIVE CALVES.

Live veal, common to choice, per 100 lbs.....	9.00@12.60
Live veal, calves, culls.....	7.00@8.00
Live calves, buttermilks, per 100 lbs.....	—@—
Live veal calves, grassers, per 100 lbs.....	5.25@7.00

LIVE SHEEP AND LAMBS.

Live lambs, ordinary to good.....	7.50@8.25
Live lambs, culls.....	5.00@6.00
Live lambs, yearlings.....	@6.50
Live sheep, common to fair, ewes.....	3.50@5.00

LIVE HOGS.

Hogs, heavy.....	8.65@8.80
Hogs, medium.....	8.70@8.80
Hogs, 140 lbs.....	8.80@8.90
Pigs.....	8.40@8.50
Rough.....	7.50@7.65

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy.....	15½@16
Choice, native light.....	@15½
Native, common to fair.....	13 @15

WESTERN DRESSED BEEF.

Choice native heavy.....	15 @16
Choice native light.....	@15
Native, common to fair.....	@14½
Choice Western, heavy.....	13½@14½
Choice Western, light.....	@13
Common to fair Texas.....	11½@12½
Good to choice heifers.....	14 @15
Common to fair heifers.....	13 @13½
Choice cows.....	12 @13
Common to fair cows.....	@12
Fleshy Bologna bulls.....	10½@11

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	18 @19	@20
No. 2 ribs.....	15½@17	@18
No. 3 ribs.....	12 @14	@14
No. 1 loins.....	18 @19	@22
No. 2 loins.....	15½@17	@21
No. 3 loins.....	12½@14	@16
No. 1 hinds and ribs.....	16½@17	17½@18
No. 2 hinds and ribs.....	15½@16	16 @17
No. 3 hinds and ribs.....	@14	13 @15
No. 1 rounds.....	12½@14	@14
No. 2 rounds.....	11½@12½	@13½
No. 3 rounds.....	11 @11½	@12½
No. 1 chucks.....	12½@14	@15
No. 2 chucks.....	11 @12	@14
No. 3 chucks.....	10 @10½	@13

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@19
Veals, country dressed, per lb.....	@18
Western calves, choice.....	@17
Western calves, fair to good.....	@16
Western calves, common.....	@15
Grassers and buttermilks.....	@13

DRESSED HOGS.

Hogs, heavy.....	@11½
Hogs, 150 lbs.....	@11½
Hogs, 160 lbs.....	@12½
Hogs, 140 lbs.....	@12½
Pigs.....	@12½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@14½
Lambs, choice.....	@14
Lambs, good.....	@13
Lambs, medium to good.....	@12
Sheep, choice.....	@11
Sheep, medium to good.....	@10
Sheep, culls.....	@9

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@17
Smoked hams, 12 to 14 lbs. avg.....	@16½
Smoked hams, 14 to 16 lbs. avg.....	@16½
Smoked picnics, light.....	@14½
Smoked picnics, heavy.....	@14

Smoked shoulders.....	@14½
Smoked bacon, boneless.....	@20
Smoked bacon (rib in).....	@19
Dried beef sets.....	@30
Smoked beef tongue, per lb.....	@22
Pickled bellies, heavy.....	@16

FRESH PORK CUTS.

Fresh pork loins, city.....	19 @22
Fresh pork loins, Western.....	17½@20½
Fresh pork tenderloins.....	@35
Frozen pork tenderloins.....	@31
Shoulders, city.....	@16
Shoulders, Western.....	@15
Butts, regular.....	@17
Butts, boneless.....	@19
Fresh hams, city.....	@20
Fresh hams, Western.....	@17
Fresh picnic hams.....	@14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	\$95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	@80.00
Black hooft, per ton.....	32.00@34.00
Striped hooft, per ton.....	40.00@42.00
White hooft, per ton.....	80.00@85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	@90.00
Horns, avg. 7½ oz. and over, No. 1's.....	@200.00
Horns, avg. 7½ oz. and over, No. 2's.....	@100.00
Horns, avg. 7½ oz. and over, No. 3's.....	@75.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	@14½c. a pound
Fresh cow tongues.....	@12½c. a pound
Calves' heads, scalded.....	@50c. a piece
Sweetbreads, veal.....	@100c. a pair
Sweetbreads, beef.....	@30c. a pound
Calves' livers.....	@25c. a pound
Beef kidneys.....	@12c. a piece
Mutton kidneys.....	@9c. a piece
Livers, beef.....	@12½c. a pound
Oxtails.....	@10c. a piece
Hearts, beef.....	@8c. a pound
Rolls, beef.....	@30c. a pound
Tenderloin, beef, Western.....	25 @30c. a pound
Lamb's fries.....	8 @8½c. a pair
Extra lean pork trimmings.....	16 @17c. a pound
Blade meat.....	@12½c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@2½
Suet, fresh and heavy.....	@5
Shop bones, per cwt.....	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@1.30
Sheep, imp., medium, per bundle.....	@85
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@30
Hog, American, free of salt, tes. or bbls., per lb., f. o. s. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, middles.....	@11
Beef rounds, domestic, per set, f. o. b. Chicago.....	@21
Beef rounds, export, per set, f. o. b. New York.....	@28
Beef hungs, piece, f. o. b. New York.....	@25
Beef middles, per set, f. o. b. New York.....	@74
Beef middles, per set, f. o. b. Chicago.....	@72
Beef weasands, per 1,000, No. 1s.....	@7½
Beef weasands, per 1,000, No. 2s.....	@3½

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	22	24
Pepper, Sing., black.....	13½	15½
Pepper, Penang, white.....	20½	22½
Pepper, red.....	19	22
Allspice.....	5½	7½
Cinnamon.....	16	20
Coriander.....	8	10
Cloves.....	20	23
Ginger.....	11	14
Mace.....	68	72

SALTPETRE.

Crude.....	—@—
Refined.....	9 @9½

GREEN CALFSKINS.

No. 1 skins.....	@.27
No. 2 skins.....	@.25
No. 3 skins.....	@.15
Branded skins.....	@.19
Ticky skins.....	@.19
No. 1 B. M. skins.....	@.25
No. 2 B. M. skins.....	@.23
No. 1, 12½-14.....	@2.90
No. 2, 12½-14.....	@2.65
No. 1 B. M., 12½-14.....	@2.55
No. 2 B. M., 12½-14.....	@2.90
No. 1 kips, 14-16.....	@2.95
No. 2 kips, 14-16.....	@2.90
No. 1 B. M. kips.....	@2.30
No. 2 B. M. kips.....	@2.20
No. 1, heavy kips, 18 and over.....	@3.80
No. 2, heavy kips, 18 and over.....	@3.55
Branded kips.....	@2.00
Heavy branded kips.....	@2.35
Ticky kips.....	@2.25
Heavy ticky kips.....	@2.00

DRESSED POULTRY.

FRESH KILLED.

Turkeys—	
Western, spring, average.....	15 @20
Western, old, per lb.....	18 @20
Chickens—	
Broilers, Western, milk-fed.....	18 @22
Broilers, Western, corn-fed.....	17 @19
Western, dry-pkd., milk-fed, 4 lbs. and up, bbls.....	@19
Western, dry-pkd., milk-fed, mixed wts., bbls.....	@17
Western dry-pkd., milk-fed, 2½@3 lbs., bbls.....	@16
Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked.....	@19½
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	@17½
Fowl—bbls.—	
Western, dry-pkd., 4 lbs., avg.....	@19
Southern and S. W., dry-pick., avg. best.....	16½@17
Other Poultry—	
Old Cocks, per lb.....	@18½
Squabs, prime, white, 10 lbs. to doz., per doz.....	@3.50
LIVE POULTRY.	
Chickens.....	15 @15½
Fowls, choice.....	14 @17½
Roosters.....	@12½
Ducks.....	16 @17
Turkeys.....	@18
Geese, per lb.....	@14

BUTTER.

Creamery, extras (93 score).....	@32
Creamery (higher, scoring lots).....	@32½
Creamery, Firsts.....	@31
Process, Extras.....	@29
Process, Firsts.....	23½@24½

EGGS.

Fresh gathered, extra fine.....	31 @33
Fresh gathered, extra firsts.....	28 @30
Fresh gathered, firsts.....	24 @27
Fresh gathered, seconds.....	21 @23
Fresh gathered, dirties, No. 1.....	@20
Fresh gathered, checks, good to prime.....	18½@20

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Concentrated tankage, Chicago.....	@2.75
Bone meal, steamed, per ton.....	21.75 @22.00
Bone meal, raw, per ton.....	25.00 @28.00
Hoof meal, per unit, Chicago.....	@2.70
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	3.00 @8.10
Dried blood, f. o. b. New York.....	@3.15
Nitrate of soda—spot.....	@1.95
Bone black, discard, sugar house del. New York.....	@21.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia, f. o. b. New York.....	3.25 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.90 and 10c.
Garbage tankage, f. o. b. New York.....	7.00 @7.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.15 and 10c.
Foreign fish guano, testing 13½% ammonia and about 10% P. Phos. Lime, e. i. f. Charleston and Newport News.....	3.30 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	nominal@2.95 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@2.70
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@2.65
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @3.75
The same, dried.....	3.75 @4.00

